

# GRAIN & FEED JOURNALS

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*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

## Tramp Iron Removed from Grain at Calumet Elevator, Chicago

(See Article pages 342-343)





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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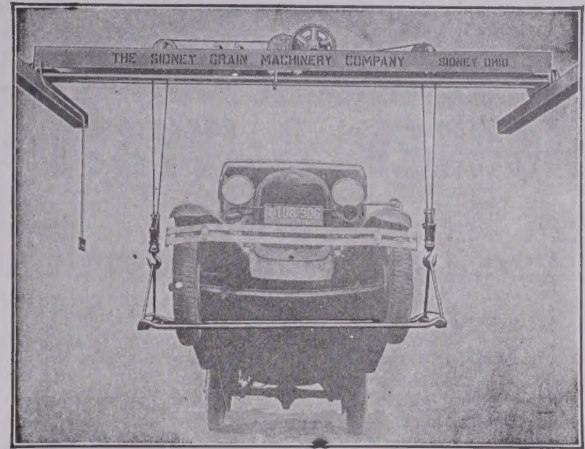
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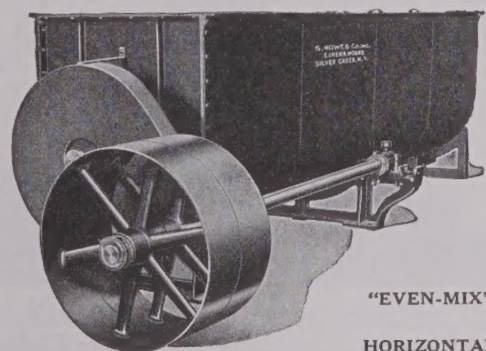
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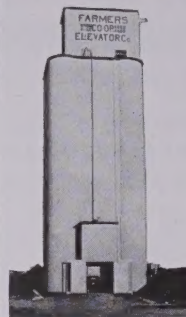


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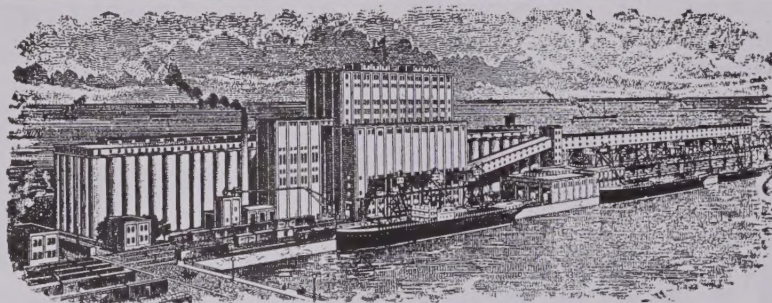
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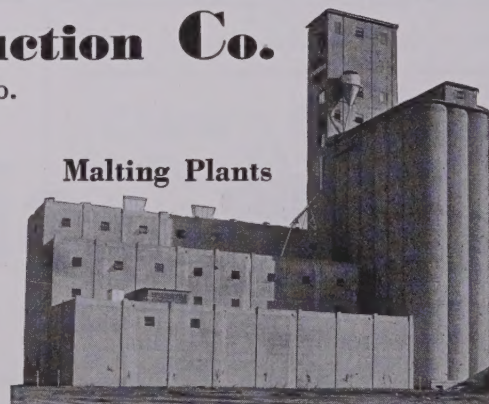
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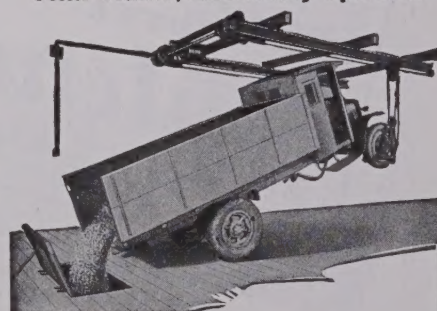
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**CORN CUTTER & Grader**—has motor—used very little. 86F10, Grain & Feed Jnls., Chicago.

**ROSCOE AJAX** oat hullers for sale at real bargain; rebuilt. Write Roskamp Huller Co., Cedar Falls, Iowa.

**FOR SALE**—4 Double Stands Allis Roller Mills. 10x36. Continental Grain Co., 430 S. Front St., East St. Louis, Ill.

**FEED MIXER**—one ton—floor level feed—has motor good as new. Write 86F11, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 86F12, Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 86F13, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Cracked corn separator No. 18872 Invincible, made by S. Howes Co., Silver Creek, N. Y. Write Pabst Farms, Oconomowoc, Wis.

**EIGHTEEN** Hammer Mills—Most popular makes, completely rebuilt, fully guaranteed. Save half. Indiana Grain Machinery Co., 420 S. Meridian, Indianapolis, Ind.

**FOR SALE**—One 7A Monitor receiving sep., ball-b., metal frame; 2, 4x17 N.&M. sifters, almost new. No. 2 Eureka Snappy Shaker, motor drive. F. W. Mann, Box 67, East St. Louis, Ill.

**FOR SALE**—One 2-S-16 Gruendler Hay Mill complete with 50 HP motor; one 60 HP Miracle Ace; one 24" motor driven Attrition Mill; one No. 89 Clipper Cleaner. D. E. HUGHES COMPANY, Hopkins, Michigan.

**ALL NEW AT USED PRICES**—2 Hopper scales with square steel hoppers and valves, 100 bu. and 200 bu. cap.; 2 steel hopper grain bins 2,000 bu. cap. each; 2 steel bins 250 cap. each; 2 steel bins 150 bu. cap. each; 150 ft. 6" screw conveyor steel box, with lid; 60 feet, double 6" screw conveyor wood box, with lid; 1—5x4 elevator, all steel, complete, 40 foot centers; 1—large Wolfe Cyclone Dust Collector. Cliff Buzick, Bardstown, Ky.

## WHITE SALES CORPORATION

Scotts, Michigan

Full line of new mill and elevator machinery, blueprints, mill builders, millwrights

## FOR SALE

Surplus Machinery Exchange: 60-HP Gruendler Hammermill; ½-ton Haynes vertical Mixer; 100-HP Diesel engine generator set; 100 bbl. flour mill & engine. Steam Boilers—steam engines, Diesel engines—gas engines. Thousands of pulleys & Gears, surplus equipment.

## MACHINES WANTED

**CARTER DISC Separator** wanted; large size, for oats and wheat only. Address 86G4, Grain & Feed Journals, Chicago, Ill.

**WANTED**—Late model sweet clover scarifier. Must be in good condition and priced to sell. Give full description, lowest price in first letter. Forst Seed Co., Marysville, Kansas.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches, \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## MOTORS—GENERATORS

**FOR SALE**—50 HP Howell Red Band Motor, 3600 R.P.M.; this motor is in perfect condition and ready for use. Address 86H3, Grain & Feed Journals, Chicago, Illinois.

## ELECTRICAL MACHINERY

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSEBAUM & CO., Fort Wayne, Indiana.

**MOTOR-PUMPS:** Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

## MOTORS—GENERATORS

## SELLING OFF LARGE MOTOR STOCK

Motors and other electrical equipment at Bargain Prices. Our new 24-page Motor List is yours for the asking. Let us know what you need or come and see us. J. Rosenbaum & Son, Inc., Centerville, Iowa.

## SCALES FOR SALE

**FOR SALE**—46 Foot Howe Railroad Track Scale with registering beam. Address 86F15, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—30-Ton 34x9 Howe Truck Scale with registering beam, used one year only. Dillon Scale Co., Dallas, Texas.

**HEAVY Duty Motor Truck Scales**, 20 ton capacity, long platform. Excellent condition. Terms. C. & G. Mortgage Co., Columbus, Ohio.

## BEANS WANTED

**WANTED**—Low germination Red Kidney Beans, light or dark, or Bountifuls. Benjamin Gerks, Rochester, New York.

## The Last Word in Clark's Direct Reduction Grain Tables

is a combination of our popular 7-card set, Form 3275 Spiral and our new Truck Loads to Bushels, Form 23,090 Spiral which reduce by 10 pound breaks any weight of grain from 600 to 23,090 pounds to bushels of 32, 48, 56, 60, 70 and 75 lbs.

Carefully printed from large clear type, using jet black ink, showing the bushels directly beside the weight of grain reduced and distinctly separated by rules and spaces so as to prevent errors in reading. The most practical, the most helpful grain reduction tables ever published. Their use will return their cost every day of the busy season in labor and time saved and errors prevented.

The spiral binding keeps the cards flat, and in regular sequence, and prevents the exposure of more than one grain at a time so it is easy to keep wide open the tables for the grain being received.

Both sets of tables are printed on heavy six ply tough check of durable quality, 11x13 inches with marginal index. Shipping weight, 3 lbs. You can get both sets described below for \$2.60, plus postage.

# Direct Reduction Grain Tables

Copyright © Grain Dealers Journal, Chicago

## 32 lbs. per bushel—OATS

No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.	No.	Red.
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# SPECIALIZATION AND EXPERIENCE



Since dust produced by the handling and processing of grain has been known to be a hazard to human life, health, and property, the "Day" name has been synonymous to DUST CONTROL.

Constant application to this problem and continuous striving to improve equipment and practices has resulted in greatly improved results.

That is why "Day" engineered and installed systems are now recognized by grain processors and handlers everywhere as the standard of efficiency and economy in modern Dust Control.

**THE DAY COMPANY • 2938 Pillsbury Ave.  
Minneapolis, Minn.**  
*In Canada, The Day Company of Canada, Ltd.*

## Grain Shipping Books

**Record of Cars Shipped** facilitates keeping a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. Book contains 80 double pages of ledger paper, size 9½x12 inches, with spaces for recording 2,320 carloads. Well bound in heavy black pebble cloth with red keratol back and corners. Shipping weight, 2½ lbs. Order Form 385. Price \$2.50, plus postage.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns". Column headings provide spaces for complete records of each transaction, one line. Book contains 80 double pages of ledger paper, size 10½x16 inches, with 8-page index. Spaces for recording 2,200 cars. Bound in heavy canvas with keratol corners. Weight, 3½ lbs. Order Form 14AA. Price \$3.35, plus postage.

**Grain Shipping Ledger** for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size 10½x15½ inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.50, plus postage.

**Shippers Record Book** is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of each shipment. Bound in heavy black cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$2.50, plus postage.

## Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.

## Grain Receiving Books

**Grain Receiving Register** for recording loads of grain received from farmers. It contains 200 pages of ledger paper 8½x13½ inches, capacity for 8,200 loads. Some enter loads as received, others assign a page to each farmer, while others assign sections to different grains. Bound in strong board covers, canvas back. Headings of columns are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Weight, 2½ lbs. Order Form 12AA. Price \$2.50, plus postage.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." Contains 200 pages of ledger paper size 9½x12 inches, providing spaces for 4,000 loads. Bound in heavy boards with strong cloth covers and keratol corners and back. Weight, 2 lbs. Order Form 380. Price \$2.50, plus postage.

**Receiving and Stock Book** is arranged to keep each kind of grain in separate column so each day's receipts may be easily totaled. It contains 200 pages linen ledger paper size 9½x12 inches, ruled for records of 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$2.50, plus postage.

**Grain Receiving Ledger** has 200 pages linen ledger paper and 28-page index, 8½x13½ inches, numbered and ruled for 44 entries. Well bound in pebble cloth with keratol back and corners. Weight, 3 lbs. Order Form 43. Price, \$3.00, plus postage.

Form 43 XX contains 428 pages. Shipping weight 4½ lbs. Price \$5.00, plus postage.

**Grain Scale Book** is designed to assign separate pages to each farmer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages and 28-page index, of high grade linen ledger paper 10½x15½ inches. Each page will accommodate 41 wagonloads. Well bound with heavy board covers with cloth sides and keratol back and corners. Weight, 4½ lbs. Order Form 23. Price, \$4.00, plus postage.

## Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., APRIL 23, 1941

SO MANY LIMBS and lives have been sacrificed to ropes and cables of car pullers, gravity switch tracks must eventually displace the offenders.

ELEVATOR operators who plan to store any of the old grain now feeding the bugs will find it to their advantage to clean thoroly and fumigate their entire plant.

GRAIN BUYERS who never overlook an opportunity to cultivate cordial relations with their neighbors are seldom annoyed by competitors overbidding the central market buyers.

HERE IS a new fire hazard but, fortunately, not one of frequent occurrence. An inexperienced truck driver backed into the door of the Anderson & Spillman Elevator at Danville, Kentucky, causing a short in some of the motor wires and starting a fire. Soon after pulling the main switch the fire was extinguished and the property saved from flames. Alert workmen were quick to discover and extinguish the fire, as well as to repair the short in the wires.

THE BUILDING of many reinforced concrete elevators throughout the surplus grain states gives convincing proof of the grain dealers' fear of fire and his earnest desire for lower fire insurance costs.

BAGGED FEED piled in irregular stacks fell on an Illinois operator and sent him to a hospital seriously injured. When each layer is placed at right angles to the layer below it, a stack will generally remain plumb.

GOVERNMENT control in the 20th century, it has been said, is about as scientific as alchemy was in the 15th. Its world is filled entirely with dicta, pronouncements, interpretations, rules, bulls, a prioris, and other mixtures of sawdust and hot air.

IF YOU think the grain you buy contains no iron just study the picture, on our outside front cover, of what one Chicago elevator operator removes from the grain he receives. Only the Japanese are glad to pay grain prices for scrap iron.

BETWEEN CROPS, when the elevator is empty, good housekeeping demands that the elevator be given a thorough cleaning, and if any weevil or other grain bugs infest the plant, a fumigation will be needed before new grain is received.

NOTWITHSTANDING rumors and persistent reports of wheat crop failures in some sections of the Southwest the crop of new grain elevators and annexes in the same section, as well as others reported in our Grain Trade News columns is much larger than usual.

ALTHO the Southern states are notorious for cracking down on dealing in grain futures it is gratifying that a Texas court has upheld a contract that a country shipper made with a farmer based on the price of the Chicago December future.

POINTS made by the president of the Federation of Cash Grain Commission Merchants Ass'ns and published elsewhere should be taken to heart by other branches of the grain trade who do not realize that unless they come to the aid of the grain receivers they will be the next to suffer from the encroachment of government agencies on private enterprise.

THIEVES, ROBBERS, and yeggmen seem to have accumulated a lot of misinformation regarding the personal belongings of Illinois grain dealers, as notices of five country elevator offices being visited by these midnight marauders appear in this number. Greater vigilance in safeguarding grain offices against these visitors, as well as night watchmen will be needed to checkmate their activities.

CLEANING farmers' seed and treating it for smut has so increased average yields for growers and volume of business for buyers, both parties are pleased, and more and more elevator men are installing the best equipment obtainable for doing efficient work.

THE FACT that seven out of eleven new Fairbank's scales being installed in grain elevators of Vermillion county, Illinois are of thirty ton capacity shows that country elevator operators are being forced to enlarge their grain receiving facilities. The old time 10 ton wagon scales collapse when covered by a modern truck with load of grain.

THE INGENUITY of propagandists in presenting the benefits of government is exemplified by the Buro of Agricultural Economics in its press release of Apr. 18 speaking of the "net contribution of the federal government to the national buying power in 1941," ignoring the deduction of the entire amount from the buying power of the public by taxation.

FORTUNATELY for private enterprise in Canada the heads of government in that country have not forgotten its experience in government ownership of 168 grain elevators in the province of Manitoba. Minister Gardiner well says the result was "one of the outstanding business and political failures in the history of this country" due to difficulties of governmental operation.

ABANDONMENT by the United States of the British wheat market to Canada, so Canada can buy more from us, as suggested last week by the president's agricultural adviser in London at a press conference, would be tackling the problem at the wrong end. It is not for the United States as a seller to dictate who shall buy. Britain, as the buyer, should have free choice where to buy, as buyers always have had that privilege.

ONE FEATURE of merchandising sidelines that has proved most disastrous for some grain dealers is the giving of credit for merchandise sold. Grain dealers have always prided themselves on paying cash for grain purchased, and naturally fixed their margins on sidelines with the expectation of being paid promptly for all merchandise sold, but, sad to relate, farmers do not always have the cash to pay for merchandise, and some hesitate to pay for merchandise even though they have the cash in their pocket. Many dealers have been sadly disappointed by the easy investment in slow accounts of all their operating capital. The rigid collection of interest charges on accounts more than thirty days old helps to reduce the volume of open accounts and to relieve the grain dealer of worry and collection duties.



ONE of the most ridiculous claims made by a feeder is that of the Nebraska farmer who refused to pay for feed on the allegation that it did not give the weight increase guaranteed, and that he actually suffered loss by feeding the product of this reputable manufacturer. As a matter of principle it is gratifying to note this manufacturer did not take the easy way of settling with the farmer, but will take the suit to the Supreme Court.

THE GREAT SECRECY surrounding Congressional plans for vastly increased taxes contrasts sharply with the wide publicity given the announcement Apr. 17 that farmers will be paid 10 cents per bushel for growing wheat, 5 cents per bushel for growing corn, 20 cents per hundredweight for growing rice, under the parity scheme on acreage allotments. Yet the total of \$212,000,000 of parity payments seems pitifully small when compared with the heavy taxes farmers must pay.

MANY ELEVATOR operators who have equipped their plants with modern feed grinding and mixing machinery, as well as a choice collection of feed formulas and a supply of desirable ingredients, have found it to their advantage and profit to establish brands of their own and to give exhibitions of feeding results to convince visitors of the benefits of using the special brands made. Arguments are seldom as convincing to the average farmer as the actual results shown in the feed yard or coop.

DEALERS IN field seeds have lost so much valuable seed to thieves recently that the storing of such seed in warehouses easily entered by strangers are no longer being used by dealers who have paid dearly for storing seeds of value in sheet iron sheds or unlocked warehouses. The prompt advertising of seeds taken by midnight visitors would help to place dealers on guard against providing a ready market for stolen seeds. Some dealers mix small scraps of brightly colored paper in their valuable seed so as to facilitate its identification.

C.I.O. LABOR leaders are again striving to regulate the employment of men needed in the operation of grain elevators and feed mills of Indiana, but the State Grain Dealers Ass'n checkmates their activities by organizing Bargaining Committees of grain elevator managers of any section over which the business agents attempt to dominate. The appointment of these committees has relieved the elevator manager threatened from any further dealings with the bulldozing agitators, so that employes and employers are enabled to settle their differences, if any exist, without outside interference.

GRAIN DEALERS who sell grain to strange truckers need to watch every move of their customers with a vigilant eye, for these traveling peddlers develop some new scheme for swindling those who dare to do business with them every week. One of the latest tricks has been disclosed by an Iowa elevator manager who was swindled by a trucker who always made it a practice to drive his truck trailer rapidly onto the scale platform against a tight brake, thus increasing the tare and enabling him to obtain extra grain without extra pay every trip.

THE FIRST spring crop report by the government has vindicated the method and the finding of the Nebraska Grain Improvement Ass'n when it reported in January that the freeze of Armistice Day had seriously damaged the winter wheat. The test was made by taking representative plants from the field and placing them in the greenhouse. Winter tender varieties suffered severely, the prospective yield in Nebraska being cut from 33,696,000 bus. last year to 28,500,000 bus. this year, while in the neighboring state of Kansas the prospect increased from 123,648,000 bus. to 149,454,000 bus.

GRAIN ELEVATOR operators having modern motors in their unguarded coal yards have been given covetous attention recently by thieves who have specialized in carrying off every motor they could pry loose. Indiana dealers have suffered the loss of so many motors it is very evident that the avaricious gentry have an organized gang to provide new stock for a nearby fence. So many motors have disappeared between sunset and sunrise that the owners of coal conveyors must consider the organization of a "vigilance committee" if they desire to retain the use of their own motors.

ENTERTAINMENT of regular and prospective customers by country grain buyers is being indulged in by so many members of the trade, there can be no doubt that this method of promoting trade and gaining new customers does prove profitable. Elevator men handling sidelines have found it greatly to their advantage and of direct profit to the manufacturers of their sidelines, to enlist the active assistance of competent salesmen from headquarters to help present the advantages and desirable qualities of the sidelines to visitors between luncheons and entertaining features. The new columns of each number of the JOURNALS have recently told of many of these entertainments being tendered to farmers, with the result that sales were immediately increased and new customers obtained. Games involving contests of guests have proved strong drawing cards.

SO MANY CHANGES in managements of country elevators are reported in our news columns that owners are suspected of eagerly longing for more profitable returns from their investments.

SOYBEAN processors have not been engaged in the manufacture of meal long enough to have acquired the market experience that has made the malting industry so profitable. Since the soybean processors can not control the price realized for soybean oilmeal their only recourse is to refuse to buy beans at any price higher than warranted by the price of meal. They can learn something from the maltsters who realize it is suicidal to overbid the market for malting barley.

A BAD precedent has been established by the Interstate Commerce Commission in preventing the railroads from meeting truck and waterway competition. The railroads wanted to cut their rate on petroleum products from Portland and Seattle to Spokane territory to 25 cents to meet highway and barge competition; but the Commission ordered a minimum of 28½ cents per hundred pounds. The Commission's usurpation of the duties of management is clear from its statement that altho the reduced rate would permit a profit the higher rate would promote the carriers' prosperity.

CONDUCTING germination tests will help your farm patrons to avoid planting dead seed. It is to the dealer's advantage to help all growers to plant heavy, plump, clean seed of a pure variety. Where the farmers of a community cooperate in the selection of a standard variety well adapted to soil and climate, it is easy for shippers to give and get a premium for the resulting crop. Farmers who planted hybrid seed corn last year obtained such an increased yield none will plant any other seed this year, but no variety is adapted to all sections.

AN IMPROVEMENT in country elevator equipment, which has frequently been reported in recent numbers of the JOURNALS, is the speeding up of all elevator legs in hope of expediting the emptying of receiving pits and the loading of cars. The great increase in the capacity of trucks now commonly used in hauling grain from farms to elevators necessitates much faster elevator equipment than has been needed heretofore in order to prevent congestion of grain laden trucks in the driveway. Even the farmers have become so afflicted with the speeding up of deliveries, none has the patience to await his turn. Then, too, the Wage and Hour regulations of the government necessitates the speeding up of all mechanical operations so that it will be unnecessary for workmen to remain overtime.



## Feeds Will Be in Demand

In making the United States the larder for democracies of the world by increasing the production of concentrated foods as announced last week by the Secretary of Agriculture it is inevitable that vast quantities of feed will be required for hogs, dairy cattle and poultry.

It seems that the limiting factor on purchases for shipment abroad will be the amount of vessel room available. Sinkings by enemy action, slow movement in convoys and delay in discharging cargo in Britain make the quantity to be sent abroad problematical. Bulky products will have to be left on the dock while cheese, eggs and pork have the call. The worse the shipping situation becomes the sharper will be the discrimination in favor of concentrates.

The United States may have been unprepared for war from a military standpoint but as to food and feeds the country never was better equipped to meet an extraordinary demand. At the time of the previous world war we had several large central feed manufacturing plants. We still have these, and there has been a tremendous development in feed grinding and mixing at country points.

Altho the census does not fully reflect this increase it is noted that the 447 feed manufacturing establishments we had in 1927 had increased to 1,126 in 1937.

The practice of adding purchased concentrates to home-grown roughage has greatly increased the efficiency of the feeders; and wherever the demand sprang up the enterprising grain elevator operator has installed hammer mills, attrition mills, batch mixers and molasses mixers and has shipped in a supply of concentrates.

If prices are permitted to rise to profitable levels it is safe to say that the farmers and feed mixers of the United States will be found equal to any emergency.

THE GREATER the isolation of any grain handling plant, the more urgent the need for fire prevention precaution and the installation of efficient fire extinguishing equipment.

### A PRAYER

The day returns and brings us the petty round of irritating concerns and duties. Help us to play the man, help us to perform them with laughter and kind faces; let cheerfulness abound with industry. Give us to go blithely on our business all this day, bring us to our resting beds weary and content and undishonored; and grant us in the end the gift of sleep—Amen.

—R. L. Stevenson.

## Proposed Standards for Soybeans

For the purposes of the official grain standards of the United States for soybeans:

**Soybeans.**—Soybeans shall be any grain which, before the removal of dockage, consists of 50 per cent or more of threshed soybeans and not more than 10 per cent of other grains for which standards have been established under the provisions of the United States Grain Standards Act.

**Classes.**—Soybeans shall be divided into five classes as follows: Class I, Yellow Soybeans; Class II, Green Soybeans; Class III, Brown Soybeans; Class IV, Black Soybeans; and Class V, Mixed Soybeans.

**Yellow Soybeans (Class I).**—This class shall include all varieties of yellow soybeans and may include not more than 10 per cent of soybeans of other colors, but may include not more than 5 per cent of brown, black, and/or bicolored soybeans, either singly or in any combination. A tinge of green on soybeans otherwise yellow shall not affect their classification as Yellow soybeans.

**Green Soybeans (Class II).**—This class shall include all varieties of green soybeans and may include not more than 10 per cent of soybeans of other colors, but may include not more than 5 per cent of brown, black, and/or bicolored soybeans, either singly or in any combination.

**Brown Soybeans (Class III).**—This class shall include all varieties of brown soybeans and may include not more than 10 per cent of soybeans of other colors.

**Black Soybeans (Class IV).**—This class shall include all varieties of black soybeans and may include not more than 10 per cent of soybeans of other colors.

**Mixed Soybeans (Class V).**—This class shall include all mixtures of soybeans not provided for in the classes I to IV, inclusive. Bicolored soybeans shall be classified as Mixed soybeans.

**Grades.** Soybeans shall be graded and designated according to the respective grade requirements of the numerical grades and Sample grade of the appropriate class and according to the special grade when applicable.

Grade Requirements for Yellow Soybeans, Green Soybeans, Brown Soybeans, Black Soybeans, and Mixed Soybeans.

Grade	Minimum test weight per bushel	Moisture Pct.	Maximum limits of		
			Damaged Foreign kernels material and other than splits grains dockage		
No.	Lbs.	Pct.	Pct.	Pct.	Pct.
1a	56	13.5	8	2	1
2a	54	14.5	15	4	2
3	52	16.0	25	7	4
4b	49	18.0	40	10	6

**Sample grade** shall include soybeans of any of the classes Yellow Soybeans, Green Soybeans, Brown Soybeans, Black Soybeans, or Mixed Soybeans, which do not come within the requirements of any of the grades from No. 1 to No. 4, inclusive; or which contain stones and/or cinders; or which are musty or sour or heating or hot; or which have any commercially objectionable foreign odor; or which are otherwise of distinctly low quality.

a. The soybeans in Grade 1 of each of the classes Yellow Soybeans and Green Soybeans may contain not more than 2 per cent, and the soybeans in Grade No. 2 of each of these classes may contain not more than 3 per cent of Black, Brown, or bicolored soybeans, singly or combined.

b. Soybeans that are badly weathered or badly stained shall not be graded higher than No. 4.

**Dockage** includes weed seeds, weed stems, chaff, straw, grain other than soybeans, sand, dirt, and any other foreign material, which can be removed readily from the soybeans by the use of a 20-gage metal sieve having round-hole perforations 8/64 inch in diameter; also undeveloped, shriveled, and pieces of soybeans removed in properly separating the foreign material.

The quantity of dockage shall be calculated in terms of percentage. The percentage of dockage so calculated, when equal to 1 per cent or more, shall be stated in terms of whole percent, and when less than 1 per cent shall not be stated. A fraction of a per cent shall be disregarded. The word "Dockage," together with the percentage thereof, shall be added to the grade designation.

**Weevily Soybeans** shall be soybeans that are infested with live weevils or other insects injurious to stored grain.

Weevily soybeans shall be graded and designated according to the grade requirements of the standards applicable to such soybeans if they were not weevily, and there shall be added to, and made a part of, the grade designation, the word "Weevily."

### DEFINITIONS

**Basis of grade determination.**—Each determination of moisture, dockage, temperature, odor, live weevils or other insects injurious to stored grain, shall be upon the basis of the grain as a whole. All other determinations shall be upon the basis of the grain when free from dockage.

**Percentages**, except in the case of moisture, shall be percentages ascertained by weight.

**Percentage of moisture** shall be that ascertained by the water oven and the method of use thereof described in Service and Regulatory Announcements No. 147 of the Bureau of Agricultural Economics of the United States Department of Agriculture, or ascertained by any device and method which give equivalent results.

**Test weight per bushel** shall be the weight per Winchester bushel, as determined by the testing apparatus and the method of use thereof described in Bulletin No. 1065, dated May 18, 1922, issued by the United States Department of Agriculture, or as determined by any device and method that give equivalent results.

**Splits** shall be pieces of kernels of soybeans. Splits shall not include soybeans with cracked skins only.

**Damaged kernels** shall be kernels and pieces of kernels of soybeans and other grains which are heat-damaged, sprouted, frosted, badly ground-damaged, badly weather-damaged, or otherwise materially damaged.

**Other grains** shall include wheat, rye, oats, corn, grain sorghums, barley, hull-less barley, flaxseed, emmer, spelt, einkorn, Polish wheat, poulard wheat, and cultivated buckwheat.

**Foreign material** shall be all matter other than soybeans which is not separated from the soybeans in the proper determination of dockage.

Soybeans planted in rows last season out-yielded those drilled solid, besides the cultivation controlled the weeds. Recent University of Illinois tests show that artificial inoculation of seed has also produced an increase in yield per acre; and experiments show further that as much as two-thirds of the nitrogen in a legume crop may be taken from the air with thoro inoculation.—Baldwin Elevator Co.

## Sale Based on Chicago Option Not Gambling

On the fourth appeal the Court of Civil Appeals of Texas on Apr. 22, 1940, denied a rehearing of the suit by C. B. Erwin against H. E. White to recover a balance due on a sales contract.

About July 1, 1931, White agreed to purchase Erwin's wheat at 33c per bushel under the Chicago December future any time prior to Dec. 1, 1931, for 6,388 bus. and 1,767 bus. at 32c for 3,545 bus., at 31c for 1,086 bus.

Erwin was to pay 1c per bu. for handling the wheat and to stand a dockage of 1c per pound per bushel for each pound less than 60 pounds test.

Erwin was paid \$1,150 and on Nov. 12, 1931, demanded settlement when the Chicago option was 61¼ cents. He sought to recover \$549.52.

White testified that on July 18, after the wheat had been delivered, Erwin desired an additional amount of money, and he agreed to advance 15c per bushel, the market value then at Washburn, Tex., being 25c, provided Erwin would protect the marginal deposit of 10c per bushel if wheat on the Chicago market declined as much as 10c per bushel; and if he failed to do so the contract was to be automatically canceled and the wheat closed out.

On Oct. 5, 1931, the Chicago December future declined to less than 45c per bushel and the 10c marginal deposit was consumed; Erwin was notified but refused to protect the contract and the wheat was closed out, ending all liability on the part of White.

White claimed that by mistake he paid Erwin \$191.69 more than the price of Erwin's 6,388¾ bus. of wheat at 15c per bushel and by error failed to charge the dockage of \$98.49.

Erwin claimed it was a gambling contract.

The jury found that the facts were as stated by White. The court held it was not a gambling contract; and that as the overpayment was made thru mistake White was entitled to recover.—139 S. W. Rep. (2d) 296.



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Collecting Earned Charges on C.C.C. Loan Wheat

**Grain & Feed Journals:** I have stored wheat in my elevator for producers under government loan, and in a few days these contracts with the C.C.C. will begin to mature; and I was wondering if you know of any special forms or how we are to receive the earned handling and storage charges on the wheat, and when and how long it will take to receive it.—Gurley Grain Co., Gurley, Neb.

**Ans.:** Forms for the presentation of bills for storage and handling charges on loan wheat are not ready for distribution. The fiscal experts of the Commodity Credit Corporation are now at work devising the method of payment and preparing the forms to be used.

The state of Nebraska comes under the authority of the Kansas City office of the C.C.C.; and the inquiry should be addressed to Wm. B. Lathrop, special representative of the Commodity Credit Corporation, Kansas City, Mo.

Mr. Lathrop has taken a leading part in handling warehousemen's charges and will have the earliest information on the forms required.

### Advance in Corn Prices Expected

The Kansas State College reports that "feeding ratios have become more favorable and the current outlook indicates that these ratios will continue to be favorable for some time. The high level of employment and pay rolls indicates that the demand for meat, butter, and eggs produced from corn may increase further during the remainder of 1941. There is a large supply of corn, but enough is under loan or held by the government so that the quantity available for the market is not burdensome.

"Spring and early summer is a period of seasonal advance in corn prices. In more than one-half the years of large corn supplies since 1892 the price of corn has advanced from April to May. In only one of the years of large supplies was the decline from April to May more than 2 cents, while there were eight years when the price advance was 5 cents or more. In the years of small corn supplies the price advanced from April to May in about two out of three years. This year, price advances are expected to be moderate because corn prices since late fall and winter have been supported by the loan rate and also current prices are approximately equal to the loan rate."

### Small Increase in Corn Loan Total

Movement of corn into the 1940 loan was slightly under two and three-quarter million bushels during the past week with the total for the season to April 12, 1941, reaching 95,324,254 bus., valued at \$58,081,130.50, the Commodity Credit Corporation announced today.

Loan repayments for the season were 194, totaling 148,524 bus., valued at \$90,004.11. Loans by states follow:

State	No. Loans	Bushels	Amount
Illinois	12,147	13,025,187	\$7,945,085.09
Indiana	1,028	891,510	543,793.14
Iowa	54,230	54,226,825	33,077,504.19
Kansas	833	595,036	360,437.52
Kentucky	24	66,890	40,802.90
Michigan	9	5,649	3,445.89
Minnesota	9,380	7,274,842	4,430,730.11
Missouri	3,236	2,778,241	1,693,147.76
Nebraska	14,308	12,247,824	7,453,834.88
No. Dakota	94	110,731	50,974.54
Ohio	443	252,742	154,172.62
So. Dakota	5,240	3,833,954	2,318,425.63
Wisconsin	31	14,823	8,776.23
Total	101,003	95,324,254	\$58,081,130.50

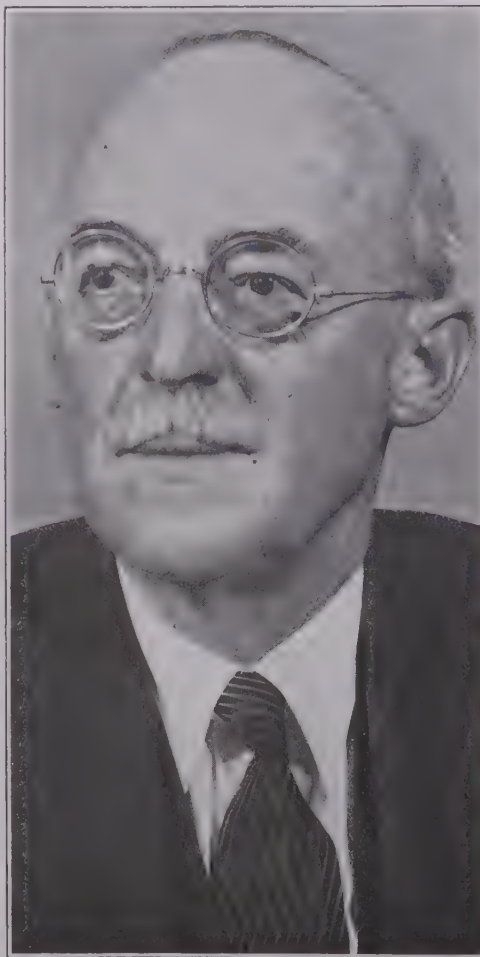
### Conferences on Proposed Changes in Soybean Standards

Public conferences on the proposed changes in the United States standards for soybeans will be held early in May at four points in the principal producing and marketing areas, C. W. Kitchen, Chief of the Agricultural Marketing Service, announced today.

The first of the conferences will be held May 5 at 10 a. m. in Campbell Hall Auditorium, Ohio State University, Columbus, O. Other meetings beginning at 2 p. m. will be held May 6 in the Library of the Board of Trade, Indianapolis, Ind.; May 7 in the Decatur Club Building, 100 W. Prairie Street, Decatur, Ill., and May 9 in the Assembly Room of the Chamber of Commerce, Cedar Rapids, Iowa.

Growers, dealers, processors and others interested in the proposed changes in the soybean standards are invited to be present at these meetings and to express their views on the proposals. Those who are unable to attend the conferences may present their suggestions or recommendations in writing to the Agricultural Marketing Service, Washington, D. C., not later than May 15.

Neatly piled stocks and efficient employees to wait on farmer patrons boost sales of elevator and warehouse stocks of merchandise over old-time methods of disorder and confusion.



E. H. Hiemke, Milwaukee, Wisc.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Apr. 24, 25, 26. California Hay, Grain & Feed Dealers Ass'n, San Francisco, Cal.

May 8. Texas Feed Manufacturers Ass'n, Lubbock, Tex.

May 9, 10. The Panhandle Grain & Feed Dealers Ass'n and the Texas Grain & Feed Dealers Ass'n, Lubbock, Tex., will hold joint meeting.

May 12, 13. Illinois Grain Dealers Ass'n, Assembly Room of the Board of Trade, Chicago, Ill.

May 14. American Corn Millers Federation, Chicago, Ill.

May 14, 15. Oklahoma Grain & Feed Dealers Ass'n, Enid, Okla.

May 16, 17. Kansas Grain, Feed & Seed Dealers Ass'n, Wichita, Kan.

May 22. Missouri Grain, Feed & Millers Ass'n, Hotel Connor, Joplin, Mo.

May 23. Oregon Feed Dealers Ass'n, Multnomah Hotel, Portland, Ore.

June 1, 2. Pacific States Seedsmen's Ass'n, Gearhart, Ore.

June 2, 3. The Nebraska Grain Dealers & Managers Ass'n, Pawnee Hotel, North Platte, Neb.

June 2, 3. The Ohio Grain, Mill & Feed Dealers Ass'n, at the Deshler-Wallick Hotel, Columbus, O.

June 9, 10, 11. Society of Grain Elevator Superintendents, Minneapolis, Minn.

June 11, 12, 13. Southern Seedsmen's Ass'n, George Washington Hotel, Jacksonville, Fla.

June 12, 13, 14. American Feed Mfrs. Ass'n, Homestead Hotel, Hot Springs, Va.

June 16, 17. Indiana Grain Dealers Ass'n, French Lick Springs Hotel, French Lick, Ind.

June 16, 17, 18. American Seed Trade Ass'n, Jefferson Hotel, St. Louis, Mo.

June 20, 21. Eastern Federation of Feed Merchants, Arlington Hotel, Binghamton, N. Y.

Sept. 15, 16. Grain & Feed Dealers National Ass'n, Toledo, O.

Oct. 30-31. Ass'n of American Feed Control Officials, New Willard Hotel, Washington, D. C.

Dec. 9, 10, 11. Western Grain & Feed Ass'n, Hotel Fort Des Moines, Des Moines, Ia.

Feb. 17, 18, 19. The Farmers Elvtr. Ass'n of Minnesota, Hotel Radisson, Minneapolis, Minn.

Atlanta, Ga.—Justice Robert L. Russell of the U. S. District Court for the Northern District of Georgia, recently decided that Alterman Bros., wholesale grocers of Atlanta, shipping goods into the state and distributing wholly within the state, were under the Wage and Hour Act. The defense was that the firm did not handle the goods until after they came at rest in the state.

### President of Milwaukee Exchange

E. H. Hiemke is well qualified by his forty years of experience in the grain business to administer the office of president of the Milwaukee Grain & Stock Exchange.

In 1901 he became associated with L. Bartlett & Son Co. as a clerk, and four years later became a member of the Milwaukee Chamber of Commerce. Gradually he rose thru the firm until he became vice president.

In the last 15 years he has also represented Lowell Hoyt & Co. in the Milwaukee market.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Illinois Dealers Will Meet in Chicago

*Grain Dealers Journal*—The 48th annual convention of the Illinois Grain Dealers Ass'n will be held in the Board of Trade Building in Chicago on May 12 and 13. Every privately owned elevator in central and northern Illinois should be represented and I know they will be well repaid for the money spent attending this meeting.

Any private dealer handling more than 100,000 bus. of grain a year should belong to this ass'n. The grain trade has been fairly well treated in legislation such as the wage hour law and in other matters such as the present government corn shipping contract. The Grain Dealers National Ass'n keeps a man at Washington most of the time while Congress is in session to check on legislation affecting the grain trade.

Our able secretary is on the job all the time and only a few days ago Mr. Culbertson was a witness in the State House at Springfield to oppose a new state wage and hour law that if passed, as first introduced, would be hard on the country elevator. This work all costs money and can only be kept going by the dues collected from the members.

I might also add that for the same reasons listed above, the Farmers elevators should belong to their Illinois Farmers Grain Ass'n. Their secretary, Lawrence Farlowe, has worked at all times with our Mr. Culbertson in trying to improve conditions for the country elevators.

I was in Chicago last Saturday and it looked pretty sad to see the corn pit on the Board of Trade almost deserted. Very little trading. A few short years ago it was as busy as a bee hive.

I am sorry the Government would not allow the cash grain firms in terminal markets to handle the government corn shipped from the country to terminal storage. They saved some money by direct handling, but if the board should close some day on account of lack of business the farmers of this country will lose more each month than the Government saved on the fifty-six million bushels that went into terminal storage last summer and fall.

When the board is open we have a liquid market, because of the ability to hedge purchases and you can get a bid on grain at any time. Should the board close it would make speculators out of every country elevator man and at rush periods like July and August, only the large firms would stay in the market and they would need to buy on a larger margin because of the greater risks involved.

I am not predicting the board will close but with Board of Trade memberships selling at \$450 or less and business there what it is, you can write your own answer. I don't know the answer but the matter should have a lot of study by the grain trade, the farm leaders and the Government officials. These are momentous times.—W. A. Webb, LeRoy, Ill.

Approximately 339,000,000 lbs. of soybean oil was used in the manufacture of food products in 1940, compared with 305,000,000 lbs. in 1939, according to the Bureau of Agricultural Economics. About 37,000,000 lbs. was used in the manufacture of paint, varnish, linoleum, oil cloth and printing ink, or 9,000,000 lbs. more than in 1939. The use of soybean oil in soap and miscellaneous products totalled about 18,000,000 lbs., which also was considerably more than the preceding year.

### Entire Trade Should Support Commission Men Against Government Agency

By J. F. LEAHY, Kansas City, pres. Federation of Cash Grain Commission Merchants Ass'ns.

The shipping trade, which has a vital interest in this marketing problem, does not seem to be greatly disturbed and has paid little heed to what is likely to happen in the near future. Terminal markets in wheat producing areas have for many years furnished adequate facilities and economical methods in selling, storing, shipping and processing of grain crops. Annual receipts of all grains in the principal terminals average well over 100 million bus. for each market. Modern harvesting methods bring a substantial portion of the crops to market within the space of a few months and this is especially true in the southwest where frequently harvesting is underway at about the same time over an area extending from Texas to the southern part of Nebraska.

Marketing machinery to handle this maximum flow of grain must always be available, otherwise congestion would inevitably result and producers would be forced to use farm storage from combines instead of hauling direct to country elevators. Also, the distributing system for out-shippments has been constantly improved so that wheat can be moved at a low cost into consuming sections of the country. There have been times when marketing facilities have been taxed to the limit, but no breakdown in the system has occurred in recent years, and from long experience grain exchanges expertly perform a valuable service for the grain producer who is anxious to convert his crop into cash.

The importance of terminal markets to country shippers and interior mills cannot be over-emphasized. Without this marketing machinery, operators handling grain at initial shipping points would be seriously handicapped and forced under such circumstances to take a wide buying margin as a means of protection against loss that might be incurred before the grain could be resold. Competitive markets for price determination are indispensable, and values as established in markets where huge volume of grain is handled, and hedged, have always been a reasonably safe basis on which country buyers can fix their local price.

Banks located in grain producing states should be greatly concerned, because few small banks can furnish the required financing for country elevators when the movement of grain is in full swing. Millions of bushels of grain are hauled from farms to country elevators during the harvesting period. It is a simple procedure to deposit a draft in his local bank and receive credit against his loan or checking account with terminal commission men. Thus, there is an uninterrupted flow of grain into distributing channels. Without this method of financing through banks in large centers such as Kansas City, Minneapolis, Chicago and other cities, obviously supplying of funds to pay the farmer would present quite a problem and some other method would have to be devised to take care of the situation.

Government agencies are definitely in the grain business, and on a large scale. All indications point to a continuation of such activities. The government, acting as warehouseman, owns or controls millions of bushels of corn stored in steel tanks. This corn is being

merchandised under a policy announcement made recently. Government agencies are gradually displacing commission men in the movement of grain into terminal storage, and under the loan program the government has removed hundreds of millions of bus. of corn from normal trade channels with serious effects on the hedging market. When the loan period on wheat expires Apr. 30, Commodity Credit corporation will assume ownership of some 225 million bus. of wheat, and the government will then have the greatest corner on grain in history.

Country shippers might consider the possibility that in another year or two there will be a resumption of normal marketing, as it is doubtful if the loan program and accumulation of burdensome surpluses can be carried on indefinitely. When conditions again become normal, the producer, the owner of a country elevator, the local merchants, the banks and many others will be confronted with a very serious situation if grain markets are no longer in existence.

### Wheat Grading Meetings

Claremore, Okla.—A series of wheat grading meetings for country grain dealers is planned for the southwest beginning with the one scheduled to be held here on May 16. Others announced are as follows: May 17, Anadarko, Okla.; May 20, Enid, Okla.; May 24, Amarillo, Tex.; May 26, Dodge City, Kan.; May 28, Wellington, Kan.; May 29, Salina, Kan.; June 1, Kansas City, Mo. In addition, similar meetings are being planned for other places in Texas, Missouri, Nebraska, Illinois and Kentucky.

### G. B. Van Ness Expires

Gardiner B. Van Ness, an active member of the Chicago Board of Trade from 1896 to 1922, died Apr. 11, aged 68 years.

After 15 years with Hemmelgarn & Co., he engaged in the grain commission business with L. B. Wilson as Van Ness & Wilson, in 1901, later for many years operating under his own name. Altho retired he retained his membership in the Board of Trade.

The widow survives him; and one of his two sons, Gardiner B. Van Ness, Jr., is a member of the Board of Trade.



G. B. Van Ness, Chicago, Ill., Deceased



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Grandview, Ind.—A good acreage of oats was sown and the crop is looking good. Wheat in this section also is well advanced for this season of the year.—W. B. C.

Gorham, Kan., Apr. 14.—Growing wheat in this section very spotted on account of winter kill, would say 30 to 35%. Moisture a plenty, lot of oats and barley sown.—Farmers Grain & Merc. Co., F. E. Nowak, mgr.

Washington, D. C., Apr. 10.—The indicated production of winter wheat is 616,123,000 bus., against 589,151,000 bus. in 1940. The condition Apr. 1 was 81% for rye, against 69% on Apr. 1, 1940.—U. S. Department of Agriculture.

Henderson, Ky.—Because of the open winter and early spring, farm work generally is ahead of schedule, particularly in the Ohio River bottoms, which produce a big part of the corn grown in Henderson County.—W. B. C.

Hiawatha, Kan., Apr. 8.—Lots of wheat in Brown County, Kan., has had oats sown in it, having been so badly frozen out. We are having a wonderful rain which has been wanted for the last ten days.—Denin L. Ziller, Hart-Bartlett-Sturtevant Grain Co.

Lahoma, Okla., Apr. 18.—Plenty of rain so far; moisture clear down in ground; wheat getting rank growth; spring cool and somewhat backward; oats looking fair; lister farrows pretty well washed down on account of heavy rains.—Farmers Elvtr. Co.

Evansville, Ind.—The wheat and early pasture growing crops in the Tri-State area have made an exceptionally rapid growth to date, despite the dry weather that has prevailed, according to C. E. Skiver, wheat specialist from Purdue University. The wheat acreage is slightly higher than that of last year. There has been practically no abandonment.—W. B. C.

Decatur, Ill., Apr. 12.—Oats thru this central area are all seeded. Rains came at the right time for good germination. The oats acreage that was not seeded will probably go to soybeans, due to the lateness of the season for best results; the price of October soybeans compared with September oats also enters into this picture.—Baldwin Elevator Co.

Decatur, Ill., April 19.—Three days with temperatures in the high eighties, followed by more showers, changed the scenery from winter to summer. Leaves on trees and shrubs came out almost over-night. Wheat and oats are now growing rapidly. Alfalfa, clover and pastures also showing a big improvement. Wheat has made a remarkable recovery with rains and warmer weather.—Baldwin Elevator Co.

Helena, Mont., Apr. 15.—Rains, which were quite heavy in most of north-central and east-central and in parts of southwestern and south-eastern Montana, were also beneficial, though in lighter amounts, in other parts of the State, during the week ending April 15. Winter wheat benefited particularly, as did also pastures and ranges, except in areas where nights continued to be too cold. Plowing, seeding and planting all have made good progress since the last report, but there was some interruption due to the week's rains. In irrigated areas dependent upon smaller stream flow, fears continue to be voiced concerning later shortages of irrigation water.—Jay G. Diamond, statistician, U. S. Dept. of Agri.

Minneapolis, Minn., April 19.—In our own Northwest the weather has been on the rainy side all week, with further good precipitation from northern Iowa up through Minnesota and the Dakotas to Montana. Thursday Montana received good general precipitation, mostly in the form of wet snow. Planting operations generally are being retarded, although a little flaxseed has been planted in the southern zone. If this absence of sun-shiny weather continues it will mean a larger percentage of acreage will be put into flaxseed as it is getting late to plant the other small grains.—Archer-Daniels-Midland Co.

Duluth, Minn.—The recent heavy rainfall over northwestern states has supplied about all the needed moisture for the moment. In areas where farmers had finished planting it was more than welcomed, but in other sections where fields are still too wet to work, operations are temporarily delayed.—F. G. C.

Spokane, Wash., Apr. 11.—An afternoon drive thru any part of our wheat-growing section in Eastern Washington, is convincing that the 1941 crop here is certainly one of our most promising. On short jaunts in the country during the past few weeks, I have seen nothing but thickly growing winter wheat; and farmers are busy everywhere getting in an additional crop of spring wheat in ideal soil and weather conditions. After a wet fall, this spring has begun with general rains in all sections of the Pacific Northwest. Soil erosion is more than usually evident in the Palouse, but not alarming.—Don M. Gemberling, sec'y, Pacific Northwest Grain Dealers Ass'n, Inc.

Winchester, Ind., Apr. 12.—We are having delightful spring weather, cool nights and very pleasant days. I spent two long days traveling over Indiana Tuesday and Wednesday of this week. Drove west 100 miles, then north another 100 miles and back, and I never saw better wheat in Indiana, not an imperfect field any place. Don't think we ever saw so many people sowing oats as late as this year. As far around as Marion, Ind., and west of there it was reported not more than half of the oats had been sown. Notice all of our reports we received today, adjacent to our elevators they are still sowing oats. Think there will be 100 per cent increase in acreage in this particular area over last year. There will be some corn sacrificed and some soybeans.—Goodrich Bros. Co., P. E. Goodrich, pres.

Winchester, Ind., Apr. 19.—Well, here we are with our season ahead of time, wheat just perfect, ground covered. Two weeks ago chronic kickers were saying we were going to have no clover crop this year, but now our clover and alfalfa is up high enough to cover a rabbit, if it wasn't too large a rabbit. Ground is breaking up in beautiful shape, oats are sown, 90% of the ground broke for corn and some people will be planting corn next week in Indiana and it will be well under way by the last week in April. We used to think we were doing wonderful if we got corn planted by the 10th of May, but unless we do have an unusual amount of rain, all corn will be planted by the first week in May in Central and Southern Indiana. The whole face of nature is a picture.—Goodrich Bros. Co., P. E. Goodrich, pres.

Springfield, Ill., Apr. 16.—Despite recent good rains and the light showers of the last few days, more rain is now needed over much of the State, as the soil dried rapidly and the sub-soil is still deficient of moisture in many areas. Under the stimulus of favorable weather, winter wheat has made general improvement, and its condition now generally ranges from fairly good to good, except in some restricted areas; the crop now is mostly two to six inches high, tho some fields are thin or spotted as a result

of unfavorable winter weather. Oats are about all sown in the south and largely are up to a good stand, while in the north much of that sown is not yet up and considerable remains to be sown. Alfalfa, clover, and pastures all improved; alfalfa is generally good, while pastures and clover are mostly fair to good; recently sown clover is coming up well. Some flax has been sown in Kankakee County.—E. W. Holcomb, Meteorologist.

The C. C. C. cut its price on cash corn from 5½ to 4½ cents over Chicago May on Mar. 31. Its first offer a few weeks earlier was at 5c over. The cut still leaves the cash higher, the future having advanced 5 cents.

Two French ships loaded with 13,500 tons of American flour and other food products were scheduled to sail from New York for unoccupied France on Apr. 17. The products, gifts of the American people to unoccupied France, were to be distributed under supervision of the American Red Cross, and were to be allowed passage thru the British blockade with that understanding.

## Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

	Wheat	Corn	Oats	Rye	Soybeans
Oct. 5	57,283	19,641	10,119	14,273	3,531
Oct. 11	56,279	19,516	10,192	14,558	4,321
Oct. 19	55,539	20,287	10,392	14,562	5,273
Oct. 26	55,850	20,811	10,382	15,014	5,976
Nov. 2	54,629	22,070	10,466	15,107	6,477
Nov. 9	55,877	22,771	10,380	14,860	7,180
Nov. 16	54,534	24,088	10,560	14,794	7,150
Nov. 23	56,038	25,156	10,658	14,951	7,356
Nov. 30	55,726	24,765	10,380	14,144	6,975
Dec. 7	55,891	24,384	9,978	12,674	6,851
Dec. 14	55,477	24,910	9,982	12,105	7,042
Dec. 21	50,179	22,509	9,858	12,550	6,859
Dec. 28	50,621	22,695	9,649	12,297	6,971
Jan. 4	49,476	22,493	9,200	12,743	6,842
Jan. 11	48,528	22,639	9,075	12,761	7,374
Jan. 18	47,827	23,795	9,210	12,779	7,995
Jan. 25	48,445	23,364	9,187	13,534	8,757
Feb. 1	48,756	23,387	8,954	13,535	8,807
Feb. 8	49,308	23,384	8,705	13,451	9,289
Feb. 15	48,712	23,170	8,490	13,436	9,370
Feb. 21	47,286	23,623	8,350	13,516	9,561
Mar. 1	45,489	24,310	8,452	13,456	9,557
Mar. 8	43,552	23,906	8,491	13,411	9,593
Mar. 15	43,945	23,360	8,598	13,403	9,745
Mar. 22	44,654	23,694	9,935	13,315	9,973
Mar. 29	42,797	23,473	8,976	13,359	9,794
Apr. 5	44,649	24,495	8,990	13,525	10,653
Apr. 10	41,542	24,256	8,775	14,030	11,202
Apr. 12	41,606	24,079	8,784	14,025	11,341
Apr. 19	44,092	22,845	8,693	13,970	12,445

\*Reported under Commodity Exchange Act, beginning Dec. 9.  
†All time low.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

	Option	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.	Apr.
	High	Low	9	10	12	14	15	16	17	18	19	21
Chicago	93%	70	90½	90½	91%	92%	91%	91%	91½	90	90½	90½
Winnipeg	79%	75%	77	75%	75%	75%	75%	75%	75%	75%	75%	75%
Minneapolis	93%	68%	89%	90½	91½	92%	91½	91½	90%	89%	89%	88½
Kansas City	86½	63%	83½	83%	84%	85%	85	84%	84%	83½	83	82½
Duluth, durum	87½	71%	84½	85%	86½	87½	85%	85%	85%	85½	84	84
Milwaukee	93	70	90%	90½	91%	92%	91½	91%	91½	90	....	....
Chicago	68½	54%	67%	67%	67%	68½	68	68%	67%	67%	67½	67½
Kansas City	65	56	63	63½	64½	64½	64½	64½	64	64½	64	64½
Milwaukee	68%	55	67%	67%	67%	68%	68	68%	67%	67%	....	....
Chicago	40	28%	37%	37%	38%	39%	39½	39%	39	38½	38½	37½
Winnipeg	38%	26%	36½	35%	37	37%	37%	37%	37%	38%	38½	37½
Minneapolis	36½	26	33%	33%	34%	35%	35%	36½	35½	34%	34%	33½
Milwaukee	39%	28%	37%	37%	38%	39%	39½	39%	39	38½	....	....
Chicago	52½	40%	48½	48%	49	49%	49½	49½	48%	47½	46½	44½
Minneapolis	50%	39%	48	48½	48%	49½	49½	49½	49½	47½	46%	44½
Winnipeg	60%	43%	59%	58%	58%	59%	58%	57%	56%	55½	54%	52%
Duluth	50½	39%	48	48%	48%	49%	49½	49½	49	47½	46%	46
Minneapolis	45½	38	44½	44½	44½	45	44½	45	45½	45	45½	45½
Winnipeg	53%	33%	50%	50%	50%	51½	51	51%	52%	51%	52	51½
Chicago	124½	69	114%	117%	118%	121½	121½	121½	122½	121½	122	122½
Canada Exchange	....	....	87%	87%	87½	87½	88%	88%	88½	88½	88	88



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Washington, D. C., Apr. 10.—Grain stocks on farms Apr. 1 were 195,755,000 bus. wheat, 469,913,000 bus. oats and 1,180,000,000 bus. corn, against 153,776,000 bus. wheat, 345,664,000 bus. oats and 1,273,015,000 bus. corn on Apr. 1, 1940.—U. S. Dept. of Agriculture.

Duluth, Minn.—Since the start of the crop year Aug. 1, 1940 to April 15, 1941 grain receipts of all kinds taken into Duluth-Superior elevators reached a total of 69,145,000 bus. against 77,657,000 in the same period the previous year. Included in this year's movement is 16,052,000 bus. Canadian wheat in bond.—F. G. C.

Philadelphia, Pa.—Receipts and shipments of grain during March, 1941, as compared with March, 1940, shown in parentheses, expressed in bushels, were as follows: Receipts, wheat, 1,124,437 (724,749); corn, 190,674 (114,808); oats, 12,730 (10,794); barley, 1,248 (318); shipments, wheat, 2,836,514 (3,181,715); corn, 53,741 (271,460); oats, 83,563 (107,507); barley, 6,058 (2,701).—John W. Frazier, managing dir., Commercial Exchange.

Toledo, O.—Receipts and shipments of grain received during March, 1941, as compared to March, 1940, in bushels, 1940 shown in parentheses, were as follows: Receipts, wheat, 1,287,000 (756,000); corn, 550,200 (515,200); oats, 344,400 (1,223,420); rye, 8,400 (14,000); barley, 28,000 (11,200); soybeans, 387,000 (66,000); shipments, wheat, 889,500 (345,850); corn, 326,200 (408,905); oats, 350,700 (1,067,060); rye, 2,800 (4,100); barley, 8,400 (18,900); soybeans, 69,000 (44,700).—A. E. Schultz, sec'y, Board of Trade.

St. Louis, Mo.—Receipts and shipments of grain for March, as compared with March, 1940, shown in parentheses, expressed in bushels, were as follows: Receipts, wheat, 930,000 (540,000); corn, 1,183,500 (1,020,000); oats, 270,000 (568,000); rye, 94,500 (19,500); barley, 179,200 (172,000); soybeans, 8,000 (4,800); kafir, 29,400 (8,400); hay (tons), 48 (84); shipments, wheat, 1,230,000 (1,110,000); corn, 396,000 (599,000); oats, 278,000 (434,500); rye, 34,500 (34,500); barley, 44,800 (70,400); soybeans, 8,000 (—); kafir, 4,200 (2,800); hay (tons), 24 (60).—W. J. Krings Merchants Exchange.

Decatur, Ill., Apr. 19.—The soybean market continues to steal the show in the commodity markets. Steadily advancing prices of fats and oils make for a good soybean market. Growers who have old beans are holding on and offering them rather sparingly. The Illinois Department estimates stocks on farms on Apr. 1 at 10,893,000 bushels; of this amount it will take approximately 4,500,000 bus. for seed. With soybean prices now the highest since December, 1939, growers will probably change their planting plans for this year's acreage, and why shouldn't they, as present prices offer every inducement for good returns?—Baldwin Elevator Co.

Ottawa, Ont., Apr. 17.—Canadian wheat in store for the week ended Apr. 11, 1941, decreased 5,375,292 bus as compared with the preceding week and increased 164,476,518 bus when compared with the corresponding week in 1940. The amount in store was reported as 474,011,149 bus compared with 479,386,441 bus for the preceding week and 309,534,631 bus for the week of April 12, 1940. Wheat receipts in the Prairie Provinces for the week ending April 11, 1941, amounted to 3,514,117 bus., a decrease of 182,141 bus. from the revised figures of the previous week when 3,696,258 bus. were marketed. During the corresponding week a year ago the receipts were 1,378,667 bus. Marketings in the three Prairie Provinces for the 36 weeks from Aug. 1, 1940, to April 11, 1941, as compared with the same period in 1940 were as follows, figures within parentheses being those for 1940; Manitoba, 45,368,868 (50,735,767); Saskatchewan, 181,095,653 (213,687,454); Alberta, 120,234,356 (119,261,093) bus. For the 36 weeks ending April 11, 1941, and the same period in 1940, 346,698,877 and 383,684,314 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

Decatur, Ill., Apr. 12.—Growers sold some cash wheat that was pledged for loans when the price advanced to where they could get a slight profit; when the market breaks the grain is turned over to the government. All loans on the 1940 wheat crop will mature on April 30.—Baldwin Elevator Co.

St. Joseph, Mo.—Receipts and shipments of grain, in bushels, for March, 1941, versus March, 1940, shown in parentheses, were as follows: Receipts, wheat, 304,000 (264,000); corn, 217,500 (361,500); oats, 308,000 (164,000); rye (1,500); barley, 5,250; kafir, milo, 1,500; soybeans, 85,500 (4,500); shipments, wheat, 300,800 (492,800); corn, 196,500 (271,500); oats, 34,000 (52,000); rye (1,500); barley, 1,750; soybeans (1,500).—The St. Joseph Grain Exchange.

Winchester, Ind., Apr. 19.—Clover seed business is pretty well cleaned up. Some corn moving and there seems to be a lot of corn back in the country. Oats are pretty well cleaned up. The elevators I have been visiting lately all claim to not have any more corn than they can use and still say there is a lot of corn back in the country but they are afraid to ship what they have thinking the price might go abnormally high and they can retail the most that they have as it is.—Goodrich Bros. Co., P. E. Goodrich, pres.

## Grain Storage Capacity in 24 States 947,000,000 Bus.

Preliminary returns from 24 states covered in the nation-wide grain storage capacity and stocks survey were reported April 10 by the U. S. Department of Agriculture. The returns, as of Mar. 1, show a rated bulk storage capacity of 694 million bushels, a sacked capacity of 245 million bus., and corn-crib space of a little over 8 million bus, a total of 947 million bus. New construction either under way or contemplated in these States on Mar. 1 will have an estimated capacity of 50 million bushels.

The survey covers all commercial storage facilities, including idle facilities that could readily be placed in operation. Neither farm storage nor the storage capacity of steel bins owned by the Commodity Credit Corporation is included. In previous estimates, the combined storage capacity in the states reported on accounted for about three-fifths of the nation's total. The returns are practically complete for the important early winter wheat marketing states of Texas, Oklahoma, and Kansas, for the Dakotas, and for the Pacific Coast states.

The survey is being made by the Agricultural Marketing Service thru its field forces and those of the Agricultural Adjustment Administration. It was planned primarily for use by the National Defense Advisory Commission in formulating policies with respect to distribution of vital commodities and the certification of new construction, and by the Commodity Credit Corporation in determining available storage space for grain. All establishments storing wheat, corn, oats, barley, rye, rice, flaxseed, soybeans, dry beans, and grain sorghums are covered by the survey. The establishments include elevators, warehouses, flour and feed mills, corn, soybean and flaxseed products mills, malting plants, breweries, distilleries, bean cleaning plants, and rice mills.

Mar. 1 stocks of all commodities, as represented by returns to date in the 24 States, are reported at 454 million bushels. When these stocks are subtracted from the reported capacity, there is a remainder of 493 million bushels of unoccupied space. Not all of this is available storage space, however, the Agricultural Marketing Service cautions. Allowances must be made for working space and for partially filled bins to which, for various reasons, no more grain can be added. The unoccupied space as reported on March 1 takes this into account, as only 353 million bushels are reported available. This is probably a minimum figure, however, since some operators apparently reported only space available for rent and a few failed to

give any information. Operators estimated that by June 1 the net out-movement of grain would be sufficient to increase this available space to 406 million bushels, also probably a minimum figure.

## Flaxseed Starting Under Favorable Conditions

Minneapolis, Minn., Apr. 12.—Flax seeding operations are starting here in the Northwest, where the bulk of this country's flax is produced. So far the only planting operations we have heard of are in northern Iowa and southern Minnesota, but this will progress northward gradually. At the present time there is still snow and ice in the northern areas. The soil is in fine shape, with plenty of moisture to start germination. The weather during the past week has been mild, with showers and good rains, especially in northern Iowa, western Minnesota and the eastern Dakotas. In Montana the season for planting is ahead of normal, but it is early for flax planting in that state. In the Pacific Northwest the weather continues showery and too wet for field-work, but the season is still early. In California torrential rains and high winds continue, and undoubtedly considerable damage from mildew has been done to the growing crop in that state, especially in the San Joaquin Valley. In Texas, growing conditions along the coastal area, where their flaxseed acreage is located, have improved with clear, warm weather. In Kansas, the seeding of flaxseed is progressing rapidly, altho recent precipitation has slowed up operations temporarily.—Archer-Daniels-Midland Co.

Proposed definitions and standards of identity for flour and fifteen other wheat products, including enriched flour, were released by the Federal Security Agency for publication in the Federal Register Apr. 1. All interested persons have until Apr. 20, 1941, to file exceptions to these proposals.

## Death of J. T. Morgan

John Talbert Morgan of Memphis, Tenn., passed away April 3 after an illness of two years.

He was born in Roanoke, Va., studied engineering and went to Memphis to represent a manufacturer.

In 1907 he joined John B. Edgar and did a mixed feed business as the Edgar-Morgan Co., now the Happy Feed Mills. He was 70 years of age.



J. T. Morgan, Memphis, Tenn., Deceased.



## New Excess Profits Tax Regulations for Affiliated Companies

By J. S. SEIDMAN, C.P.A.

For most affiliated companies, 1940 excess profits tax returns are still to be filed. That is because they are subject to special rules that the law delegates to the regulations of the Commissioner of Internal Revenue, and those regulations (numbered 110) have just been issued.

Companies are affiliated when 95 per cent of their stock is owned by the same parent company or by other members of the group. Affiliated companies can, at their option, file one consolidated return to cover them all, or each company can file its own return separately. This is permitted only for excess profits tax purposes. There is no such thing as a consolidated return for ordinary income tax purposes, except in the case of railroad companies.

The regulations declare that affiliated groups can get started with consolidated returns for any year, filing separate returns until then, but once consolidated returns are filed, they must be filed forever after, unless there is a change in the regulations or in the makeup of the group.

If consolidated returns are filed, all companies together get only one \$5,000 exemption. If separate returns are filed, each company gets its own \$5,000 exemption. However, in consolidated returns, losses of one company can be offset against profits of the others. That cannot be done where separate returns are filed.

In addition to the \$5,000, there is the exemption by reference to earnings in 1936-1939 or average capital investment in 1940, whichever yields the higher amount. In consolidated returns, the aggregate earnings and aggregate capital investment of the group are compared. Where separate returns are filed, the comparison is between the earnings and capital investment of each company. In figuring the aggregate capital investment, there is eliminated that part of the capital investment of any subsidiary that is applicable to its stock at the time acquired by the parent company or the others in the group.

The effect of all inter-company transactions, both in 1936-1939 and 1940, must be eliminated in consolidated returns. Inventories must be refigured to exclude profits or losses they contain on sales from one company to another. So, also, inter-company dividends or shifts of capital between companies are ignored. If separate returns are filed, each inter-company transaction is given its full tax effect just as if the transaction took place with strangers.

In consolidated returns, all companies must conform to the accounting period of the parent company. For example, if the parent company makes its returns on the basis of a year ended June 30, then all the subsidiaries must likewise be reported on a June 30 basis, even though if each subsidiary were on its own, its return would be for a different date. Where separate returns are filed, the accounting period of each company is preserved.

Though a consolidated return is filed, the income, deductions and capital investment of each company in the group must nevertheless be set out, to facilitate audit by the government. Furthermore, there must be filed by each subsidiary, in duplicate, a form authorizing the parent company to make the consolidated return. The government then deals with the parent company as the agent for all companies in the group, but each company is separately liable for the entire consolidated tax.

The loss to the Post Office Department thru handling Congressional and Departmental franked mail free of charge rose from \$8,347,505 in 1930 to \$41,533,310 in 1940. Including Departmental mail the loss to the Post Office Department for the 7 fiscal years ending June 30, 1940, was \$236,149,220. Adding cost of paper and printing, Congressman Engel of Michigan estimates the total cost at more than \$418,000,000.

## Electro-Magnets Guard Calumet Elevator from Tramp Iron

Consideration of a number of possible causes for the dust explosion of unknown origin in the old Calumet Elevator A, operated by Rosenbaum Bros., in South Chicago, Ill., on May 11, 1939, which set off the most spectacular grain elevator fire the world has ever seen, destroying five large Chicago terminal plants, has led the owners, the Chesapeake & Ohio railroad, to take every precaution against a repetition of this disaster in the new 2,500,000 bu. reinforced concrete elevator that has arisen on the ruins of the old.

One consideration is the possibility that the dust explosion was set off by a spark caused by tramp iron getting into the elevator with grain being received and striking against metal parts or concrete walls in conveying machinery. To guard against tramp iron in the new elevator, two large rectangular Dings magnets have been hung over the receiving conveyor belts.

The most logical place for tramp iron to get into a grain elevator is thru the receiving pits. The new Calumet elevator has two points for receiving grain, aside from its marine leg for unloading boats and barges. These two receiving pits are at opposite ends, and some distance from the new concrete structure.

The car dumper shed and carload receiving pit is a structural steel and corrugated sheet steel building 93 ft. east of the elevator working house. In this building is a huge Link-Belt car dumper which pushes out grain doors and empties a carload of grain into the 2,000 bu. receiving hopper at the rate of 8 cars per hour, including spotting of the cars on the cradle of the huge machine. Here also is the grate covered pit under a track where grain may be unloaded with car shovels.

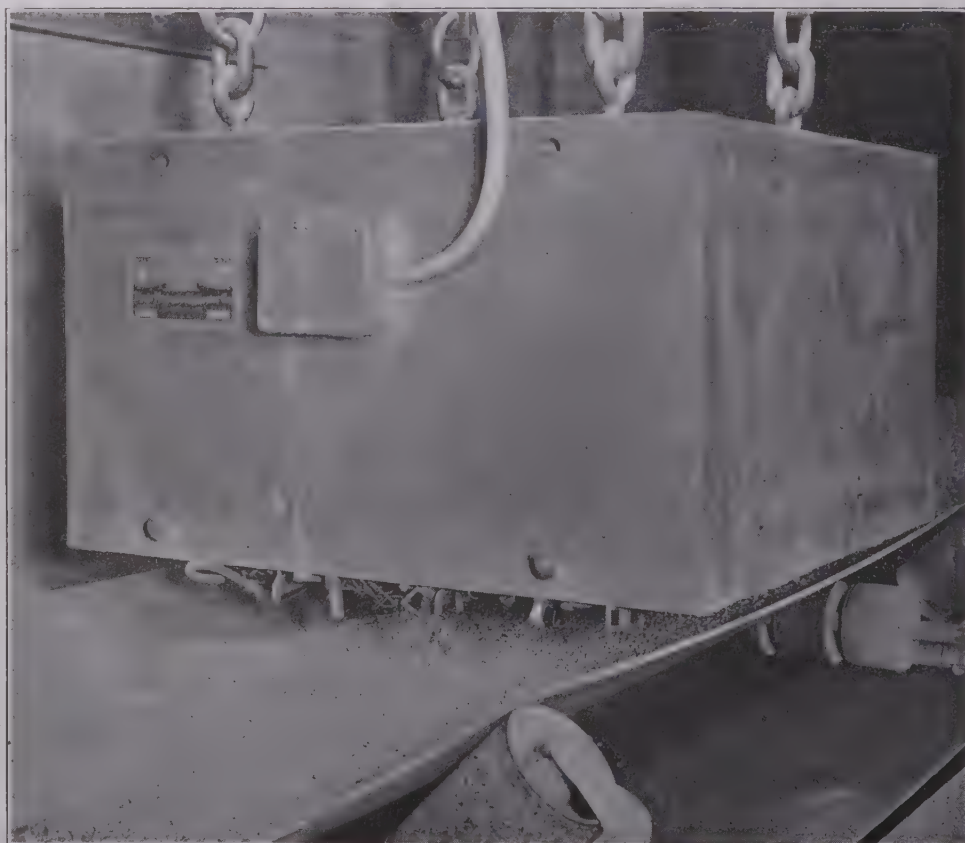
Grain is carried from these receiving pits thru a tunnel to elevating legs in the elevator headhouse 93 ft. distant by a 42 inch conveyor belt

traveling nearly 800 ft. per minute on Ehrsam conveyor frames and rolls. The grain load on the belt is 5 inches deep as it leaves the receiving pits. Suspended 8 inches above this stream of grain, close to the point where it pours onto the belt, is a 42 inch rectangular Dings electro-magnet, held in position by heavy chains, and magnetized by direct current from a "power converter," which converts alternating current for this purpose.

The power of an electro-magnet is proportional to the ampere-turns of the coils and can be increased by adding current or turns of coil. The magnetic field of an electro-magnet reaches comparatively far from its magnetized surface. For this reason the rectangular electro-magnet suspended above the 5-inch deep stream of grain on the receiving belt is able to draw iron, steel, and other magnetically attracted metal thru the stream of grain passing below it and hold it securely on its magnetized surface until the electrical charge is turned off and the surface cleaned.

All cars of grain unloaded in the car dumper shed do not contain tramp iron. Many of them are free from this dangerous hazard. But more frequently than would be imagined, some bits of tramp iron have found their way into the carload of grain received and are emptied into the receiving pit when the cars are unloaded. Then the charged electro-magnet standing guard over the receiving conveyor belt does its duty by drawing the tramp iron out of the grain, and holding it securely for hours until it can be removed conveniently and safely.

Superintendent William Gassler of the Calumet elevator has kept no record of the average volume of tramp iron removed by the 42 inch rectangular electro-magnet from the carloads of grain received and carried to the headhouse by the 42 inch receiving belt. Sometimes there is



Dings Suspended Rectangular Electro-Magnet Over Receiving Conveyor Belt in Calumet Elevator, Chicago, Ill.





Supt. William Gassler examines half-barrelful of tramp iron removed from grain at Calumet Elevator, South Chicago, Ill.

a lot, sometimes little or none. But when we visited him he showed us a barrel over half filled with between 200 and 300 pounds of tramp iron, which he said had been accumulated in less than 60 days' time.

The contents of the barrel revealed that a surprising variety of magnetically attracted pieces of metal find their way into grain. The material consisted principally of old nails, broken pieces of smooth and barbed wire, screws, machine bolts, nuts and washers, pop bottle caps and beer bottle caps. But there was a sizeable proportion of heavier chunks of iron, like the large washers used on bolts in box cars, and short lengths of angle iron. Most interesting was the fact that paper feed analyses tags, accidentally torn from bags of feed with which the car had been loaded previous to being filled with grain, had been drawn out of the stream of grain by the electro-magnet, because still attached to the tags were the wire fasteners that had secured them to the bags. Pieces of twine, caught on a piece of wire, were drawn out of the grain when the wire found itself irresistibly attracted to the magnet.

The second point of receipt for grain at the Calumet elevator is a truckload receiving shed located nearly as far west of the west end of the elevator as the car dumper shed is east of the elevator. Here another Dings rectangular magnet stands guard against the tramp iron hazard.

The truck dump shed, on a smaller scale, follows the plan of the car dumper shed. The building is of structural steel and corrugated sheet steel, housing a 34x10 ft. Kewanee Universal truck and tractor dumper over a Fairbanks truck scale with type-registering beam in a truck receiving office which is a part of the structure.

Behind the truck dump is an air-actuated baffle which directs the stream of grain from truck or trailer bed into a grate covered receiving pit. This pit drains corner-wise to pour the grain onto a 24 inch receiving conveyor belt carried on Ehrsam rolls and frame thru a tunnel to a short leg at the end of the elevator where it is elevated to conveyor belts for passage to other parts of the house.

A 24 inch Dings rectangular electro-magnet is suspended a few inches above the receiving end of this conveyor belt. Here the collection of tramp iron seldom includes heavy pieces but there is a fairly consistent volume of nails, wire, bolts, nuts and bottle caps. Two good jack-knives have been reclaimed from the miscellaneous collection of tramp iron since this

magnet was installed. The volume of tramp metal collected at this point is usually a little over a pound a day, but may exceed two or three pounds during heavy runs when 40 to 60 or more straight and semi-trailer trucks are dumped per day.

Cost and tunnel clearances dictated installation of the rectangular electro-magnets over the receiving belts in the Calumet elevator. While magnetic pulleys are available, and are highly efficient in removing tramp metal from moving masses of materials, installation of such a device on the Calumet elevator receiving belts would have involved reconstruction of a part of the receiving belt conveyor frames. There was no clearance on the floor below the receiving belts for installation of drum type magnets. But the powerful rectangular electro-magnets were readily suspended over the receiving ends of the belts by means of heavy chains anchored in the ceilings of the tunnels.

Use of a 24 inch wide magnet over the truck load receiving belt, and a 42 inch wide magnet over the carload receiving belt, completely spans the belt in each case and makes sure that no stray bits of metal riding near the outside of the belt can escape the influence of the magnetic field.

Once or twice a day the receiving belts are shut down, and the magnets are hand cleaned. The tramp iron is collected into a bucket kept handy on the floor near each magnet. The frequency with which these buckets must be emptied, and the accumulation in a dump hole outside the elevator is ample testimony to the efficiency of magnetic separation of tramp iron from grain.

We have seen men cooping cars in the heat of harvest accidentally strike a nail with a glancing blow of the hammer when spiking grain doors in a hot, and stuffy box car; and we have seen such nails go spinning into the far corners of the car to lie, disregarded, on the floor. Also, we have seen old wagon boxes, and pieced-together truck boxes shaken vigorously when their vehicles were tipped upward to drain their loads of grain into the elevator receiving pit, the driver, or the elevator dump man making a quick grab to reclaim old bags, or pieces of burlap with which cracks had been calked to prevent grain leaking out on the way to town.

Perhaps this is the reason tramp iron collected by magnets consists so preponderantly of nails, spikes, bits of wire, bolts, washers, and nuts. At the Calumet elevator this foreign material can do no harm. The electro-magnets over the receiving belts are on guard.

See outside front cover.

## Peeler Continued as Head of Oklahoma Co-ops.

The Farmers Cooperative Grain Dealers Ass'n of Oklahoma held its 25th annual convention in the Youngblood hotel, Enid, on Apr. 3 and 4.

Paul E. Peeler, Elk City, veteran president of the organization, reminded members in his opening address that they face new problems this year. Prime problem, he said, is to find a place to store the new crop of wheat, and to move the new crop at harvest time. Convention estimates indicated over half the storage space in Enid terminal elevators is filled and country elevators in Oklahoma are holding half to two-thirds their capacity filled with storage wheat. Peeler believed that the national defense program bill makes it necessary to load and unload cars of grain quickly.

A. W. Erickson, Minneapolis, a featured speaker on wheat crop conditions, painted a glooming picture of a bumper crop in the making. Only fly in the ointment Erickson could find was some evidence of stem rust drifting northward from Mexico. But infestation is not extensive, he said.

E. N. Puckett, of the Union Equity Exchange, said this marketing division of the ass'n will have a total owned storage capacity for approximately 5,500,000 bus. when its new 2,000,-

000 bu. elevator, now under construction, is completed. In addition to this total the Exchange leases 2,000,000 bus. of space in other Enid facilities.

Other speakers on the convention program included Russell Holloway, Stillwater, on "Cooperation and Americanism;" Fred Merrifield, general agent for the Farm Credit Administration, Wichita, Kan.; R. M. Evans, Washington, D. C. A.A.A. administrator, and Waling Dykstra, former manager of the International Cooperative Trading Agency, London, now located at Kansas City.

The convention delegates elected Ben Swigert of Mooreland as a new director to fill the place of D. R. Durlfinger, of Vici. The board of directors includes Paul E. Peeler, Elk City; G. C. Hollis, Hinton; C. L. Atherton, Red Rock; H. H. Pereboom, Imo; B. F. Cline, Medford, and Frank L. Pribyl, Bison. Peeler was again elected president at a meeting of the directors following the close of the convention.

A machine to lay a chinch bug barrier that cuts a week's work to two or three hours has been invented by Wm. Johnson of Council Bluffs, Ia. The machine cuts a furrow in the ground, lays the tar-paper in it from a long strip on a spool and creosotes the tar-paper.

## Quality of 1940 Corn Crop

Inspected receipts of corn at representative markets during December, 1940, thru March, 1941, indicated that the quality of the 1940 corn crop was about average altho considerably below that of the unusually good 1939 crop, the Agricultural Marketing Service reports. A somewhat larger-than-average percentage of the inspections classed as Yellow while a smaller percentage fell in White and Mixed classes.

The Service points out that 52% of the receipts inspected at representative markets from the first of December to the end of March graded No. 3 or better, the same as the average for these four months during the 1934-39 period. Only 4% of the inspections this season, however, graded No. 1, and 8% No. 2, compared with the 6-year average of 9% and 20%, respectively. For the current season, 36% graded No. 4, 10% No. 5 and 2% Sample grade, compared with the 6-year average of 24% No. 4, 19% No. 5 and 5% Sample grade.

Unusually warm weather during December and considerable rain in the corn belt retarded conditioning of the crop with the result that moisture ranged above 17.5% for nearly 40% of the corn inspected during December. The heaviest-moisture grain appeared to be centered in an area in western Illinois and eastern Iowa where severe storms blew down corn and made curing difficult. The percentage of the inspected receipts that fell into the lower grades continued to increase during December, January and the first half of February.

During the last half of February, however, and in March, there was a material increase in the percentage grading No. 3 or better. While it is possible that increased receipts of old corn might have contributed to the apparent improvement in quality, there were indications that the quality of the new corn crop had improved as a result of a decrease in moisture. At the close of March inspections in the Central Corn Belt markets indicated that receipts contained enough damaged kernels to affect the grade when the corn dries out in the spring. The total damage content is higher than in recent crops that were exceptionally good. Early inspections indicated that cracked corn and foreign material would not be important as grading factors this season even though much of the corn is being artificially dried at many of the markets.

Of the December through March inspections, 87% graded Yellow this season compared with 88% for the 1939-40 season and 82% the 1934-39 average. Ten per cent of the inspections were White corn compared with 9% last year and the 6-year average of 13%. Only 3% classed as Mixed corn this season compared with 3% last season and 5%, the 6-year average.



## Driveway Observations

By TRAVELER

WHEN THE ELEVATOR OPERATOR believes so sincerely in the side lines he offers to the farm trade that calls at his place of business, that he will put the good name of his company behind the product and assume local responsibility for the product living up to all claims made for it, he engenders confidence on the part of the buyers.

One Illinois operator quickly built a surprisingly large volume of business in feeds and baby chicks with this spirit. "First take care of your reputation for making good," he says, "without quibbling and excuses. It may cost you something, but confidence and trade will follow and your volume of business will take care of itself."

\* \* \* \*

THE COB HOUSE takes front rank as a fire hazard in the Corn Belt area. Keeping the cobs and rubbish cleared away promotes safety. Convenient, labor-saving chutes from steeply hopped bottoms in cob house bins, or erection of a cob house above the ground so a vehicle can be backed under it and quickly loaded by gravity will do much to encourage farmers and townsmen to carry the cobs away for fuel.

\* \* \* \*

DUST and screenings scalped out by the corn cleaner, when separating corn and cobs, have a feed value. If the elevator manager doesn't wish to make use of them in his own feed grinding and mixing operations he can usually find a nearby feeder who is glad to pay a reasonable price for each load that can be scraped together.

\* \* \* \*

THE SPEED with which modern fast-handling legs operate, and the greatly increased number of buckets their belts carry to achieve high-speed elevation, contributes greatly to building up air pressures within the leg casings, and blowing of dust thru every crack. The remedy is to ventilate the leg, reducing the air pressure thru use of a fan that creates suction at the head. When installing such a device, do not forget to put wind trunking between the back and front leg just above the boot. Otherwise it is almost impossible for the air brot down by the empty cups to escape when the cups fill with grain in the boot. Providing an escape prevents building up needless back pressures.

\* \* \* \*

KEEP A FIRST AID kit handy. A crowded driveway, protruding control levers, and all too frequently a carelessly placed nail constitute hazards that results in skinned knuckles, bruised shins, and severe breaks in the skin. Such breaks readily become the focal points for infections if the worker's diet in these days of highly refined foods fail to supply him with the needed vitamins, minerals and other elements that build up health and ability to resist infection and disease.

Proper treatment of every break in the skin, no matter how trivial, is the best insurance in the world against lay-offs and hospital bills. You can buy many perfectly equipped first aid kits for the cost of one hospital visit.

Having at least one employe familiar with first aid methods is a sound precaution which is most appreciated in time of emergency.

\* \* \* \*

ON COUNTY MAPS which can be purchased from county surveyors at small cost, a grain dealer can spot the farms of his customers, outline the areas they cover, compile information regarding acreages of different grains and numbers of head of different kinds of livestock. Maps help a grain dealer visualize his business, and its potentialities, estimate delivery and pick-up distances and trucking costs, tenant farmers and landlord liens. Kept up-to-date, maps will serve

dozens of advantageous purposes for a grain dealer in his own trade territory.

\* \* \* \*

A FULL-GROWN RAT will eat or destroy a pint of grain in 24 hours, and it likes to eat regularly every day. Rat poison costs little and pays big dividends in savings. But you have to keep at it all the time, because rats tend to migrate. New ones are always arriving from the fields and woodlots, and it takes persistent effort to keep them under control. We often wonder how much of the "shrink" around an elevator is due to rodent life.

\* \* \* \*

INSTALLING an over-size cleaner to follow the corn sheller is assurance of good cleaning. If the sheller puts corn into the cleaner faster than the cleaner can handle it, the job of cleaning is going to be slighted. It is the volume of shucks in machine picked corn that handicaps the cleaners.

## Kennett, Mo., Has a New Elevator

The Kennett Grain & Seed Co. has completed a 40,000 bu. corn and soybean handling elevator at Kennett, Mo. Construction is frame iron clad.

Modern elevator design is followed in providing plenty of room around the machinery at the top of the house, the side walls being run straight up to the gable roof, instead of following the step arrangement customary in elevators that have cupolas. Hot summer air accumulating under the pitch of the roof is released thru a ventilator on the roof ridge.

Machinery in the new house includes a traveling truck lift, and a double pit in an attached, shed-type driveway; a fast elevating leg, turn-head distributor, a 6 bu. Richardson automatic shipping scale and an 8 inch well-casing shipping spout with flexible end, all furnished by Union Iron Works.

The Kennett Grain & Seed Co. does a diversified business. Attached to the end of the elevator and connected with its work-floor by a large passageway is a 40x100 ft. frame, iron-clad, single-story warehouse, wherein wholesale and retail stocks of seeds, feeds and farm supplies are stocked. The company operates a feed grinding and mixing plant in a separate building near the elevator.

The office is a separate two-room building facing the street. This also is of frame construction, iron-clad. It features a covered scale deck and a ventilated loft under the roof, that extends over the scale as well as the office. The scale is a 20 ton truck scale with type-registering beam. The extra room in the office is used for testing, handling and storing grain and seed samples.

While the Kennett Grain & Seed Co., Inc., does a diversified farm supply business, its principle business is receiving and shipping grain and field seeds.

## 1941 Parity Payment Rates

Rates of parity payments to be made to growers who plant within their 1941 acreage allotments of cotton, wheat, corn, rice, and tobacco announced by the U. S. Dept. of Agri., will be based on the normal yield of each producer's acreage allotment at the following rates: Cotton, 1.38 cents per pound; wheat, 10 cents per bushel; corn, 5 cents per bushel; rice, 20 cents per hundredweight.

The payments will be made from a \$212,000,000 fund provided by the 1941 Department of Agriculture Appropriation Act, in accordance with Section 303 of the Agricultural Adjustment Act of 1938. The parity, or price adjustment, payments will be made in addition to the regular agricultural conservation payments made to farmers under the 1941 Agricultural Adjustment Administration Farm Program.

The 1941 parity payment fund will be divided among the five major crops as follows: Cotton, \$88,300,000; wheat, \$57,300,000; corn, \$47,100,000; rice, \$2,500,000; flue-cured tobacco, \$3,700,000; fire-cured tobacco, \$100,000; cigar filler and cigar binder tobacco, \$600,000. The formula provided in the Agricultural Adjustment Act of 1938 is used in making this allocation. Also allocated out of the fund is \$12,400,000 for administrative expense and reserve.

The following table shows the rates for agricultural conservation payments, parity payments and total payments which will be made to cooperating farmers on the normal yield of their 1941 acreage allotments. (1940 payments shown for comparison.)

	Conservation		Parity		Total	
	1940	1941	1940	1941	1940	1941
Cotton,						
cts. per lb....	1.44	1.37	1.55	1.38	2.99	2.75
Wheat,						
cts. per bu....	8.1	8.0	10.0	10.0	18.1	18.0
Corn,						
cts. per bu....	9.0	9.0	5.0	5.0	14.0	14.0
Rice,						
cts. per cwt..	5.85	5.5	9.3	20.0	14.88	25.5

The only change in the procedure for determining rate for 1941 parity payments, as compared with the 1940 program, is that the "75% rule," formerly applying, has been eliminated. This rule provided that payments could not be made on crops which already were at 75% of parity, and specified further that if farm prices of a commodity were less than 75% of parity, the payment could be large enough only to make up the difference. As a result, the parity rate for rice is higher than in 1940 and payments are being made on tobacco for the first time.

SAFETY VALVES on air compressor tanks should be adjusted to operate at a pressure of approximately 10 lbs. above the maximum air pressure for which the tank is designed. If the safety valve operates well below the safety factor in construction of the tank, there will be little danger of blowing up the tank. There should be an automatic switch to shut off the motor compressor when pressure in the tank reaches normal operating level.



New Plant of Kennett Grain & Seed Co., Kennett, Mo.



## Washington News

**Hearings** were scheduled to begin Apr. 22 in the House on agricultural legislation generally.

**Representatives** from the grain states are planning to amend the bill introduced by Senator Smith of South Carolina, S.B. 1250, to freeze stocks of cotton on which government loans have been made, to include wheat and corn.

**The penalty** for marketing wheat or corn in excess of quota is to be changed to 50 per cent of the basic loan rate, under a bill which also makes mandatory a loan rate of 75 per cent of parity, which figures out at about \$1 per bushel, Chicago.

**Senator Robert A. Taft** of Ohio asserted in the Senate Apr. 15 that the president had named a price control administrator without legislative authority. He said: "It ought to be done by proper legislation and should not be done by executive order."

## Country Elevator Manager Must Be Versatile

By T. E. GOULDING, Edmore, N. D.

The country elevator functioning in so many ways in the community must of necessity be under the supervision of a good and efficient manager. A manager's qualifications and duties are many; sometimes I think too many.

He must be a man with a pleasing personality, with ability to make his customers feel welcome the moment they step into his place of business. He must be an expert bookkeeper and accountant, he must be able to sit down, no matter how many things he has to do, and converse intelligently about farm problems with his customers.

He must be a good buyer, and likewise a good salesman. He must be able to determine to whom he can sell on credit, and must be a good collector. He must be able to write a good letter, and must in most cases be his own typist.

He must be a weighmaster, sampler and inspector, and must also be able to sweep out the truck or wagon. It is necessary that he know his elevator by heart, and he must be an expert mechanic if he is going to keep his plant in running order.

He must know how to operate cleaning machinery to the best advantage, and must know how to cooper and load grain cars in a proper manner. He should have a general knowledge of business law to enable him to cope with the many problems of a legal nature which confront him every day. Surely there is no place in business where a man must be more versatile than in the operation of a country grain business.

A manager must be methodical in all of his work. I do not think there is any business where there is more detail work than in our line. The manager who neglects these details and allows them to pile up will soon find himself in trouble.

If a manager is going to be 100 per cent efficient he shouldn't be burdened with personal worries. Most personal worries are of a financial nature. Directors should see to it that their manager is properly compensated for his services. A manager who is willing to work for small wages is not always the most economical one for his employer.

I have heard of firms handling from 300,000 to 500,000 bus. of grain per year and the manager only receiving from \$125 to \$150 per month. Such a manager is underpaid. An underpaid employe cannot be a contented and efficient one.

**The death** in an air raid Apr. 16 of Sir Joshua Stamp is regretted by grain merchants of North America who appreciate the fair report he made when commissioned to investigate agricultural problems in Canada, and headed the grain futures inquiry in 1931.

## Aid in Opening Box Car Doors

Practically all of the new box car doors, as well as a large portion of the rebuilt cars, are equipped with what is known as the camel door lift. This arrangement is a lever at the lower left-hand corner of the door which operates an enclosed cam, so that when the lever is pulled down, the door rests on rollers at the bottom corners. When the lever is free the door drops by its own weight on the track at the bottom since there is no suspension at the top. The track is flat, and at the bottom of the door is a flat-faced angle, so that when the two come together the heavy weight of the door makes it practically immovable.

These doors are opened and closed by pulling the lever down. This raises the door so that it rides on the two rollers. Usually the opening and closing of the door is relatively easy, as it is only a matter of sliding the door forward or backward on the rollers. However, if the door sticks it becomes quite a problem to open it. Since the lever has to be held down with one hand it is not possible to use the crowbar adequately with the other hand to force the door open or closed.

Stirrups rings devised and made by Walter

C. Wheeler, of the Omaha Grain and Seed Division office, have been distributed to all grain supervision offices. This device is placed over the levers, and when the levers are pulled down it hooks under the corner of the guide or in a notch and holds the lever down while both hands are used in opening the door.—U.S.D.A. Grain & Seed Division.

The band is made of  $\frac{3}{8}$ th inch steel bent in the form of a stirrup. The open ends form the foot-rest of the stirrup, and these ends are slipped into a metal tube with a hole of the same diameter and soldered.

The straight end of the stirrup is about  $2\frac{3}{4}$  inches long. Reason for the straight end is so it will span the lever of all types of camel car door lifts. Length of the entire ring is  $3\frac{1}{2}$  inches, which is sufficient to cross the lever and hook into notch at the bottom of the segment in all types of these door lifts.

When the stirrup is used to hold the lever in the down position, the door rides on the rollers brought into play by pulling the lever down. Then the sampler is free to use his short crowbar efficiently in starting the door open, reducing the time and effort required to slide the car door past the doorway.

## Farmers Must Protect Wheat Against 'Hoppers

Insured wheat growers have been warned by Leroy K. Smith, manager of the Federal Crop Insurance Corporation, to use every available means to protect their crops from insect outbreaks, especially grasshoppers, following Congressional authorization to the Bureau of Entomology and Plant Quarantine, of \$2,225,000 for control of destructive pests.

"Unless farmers whose crops are insured exert reasonable effort to prevent destruction by insects, the value and protective features of their contracts will be lessened," Smith said. "In such cases farmers would not derive the full benefits of their crop insurance that otherwise would be available."

## From Abroad

**Italy** withdrew all stocks of rye from sale April 15 to conserve food.

**India's** 1941 wheat crop is 382,032,000 bus. according to the first official estimate, against 402,600,000 bus. last year.

**Argentina's** surplus of old and new corn, estimated at 475,078,000 bus., is the largest on record. Very little is likely to be shipped during the coming 12 months.

**In London**, T. D. Campbell, President Roosevelt's agricultural advisor to Britain, and famous Montana mass wheat producer, said at a press conference that he was ready to recommend that the U. S. abandon the British wheat market to Canada, and cease competition with Australia in the Empire wool trade.

**Argentine** shipments of wheat to the United Kingdom are restricted by shortage in ocean tonnage. The Argentine government has advanced large sums on wheat and flaxseed stored in country elevators but refuses to take delivery, causing discontent because deterioration is at sellers' expense until the government permits weighing and inspection for delivery. Corn losses are particularly severe because lack of storage facilities in the interior has led to advances of funds against corn stored in open silos created by interweaving of corn stalks, wire and poles, and weevil has taken a heavy toll. Wheat and flaxseed in store has remained in fair condition, but operations to eliminate insects will soon be necessary. Vicious insect problem in these grains is an infinitesimal weevil which produces *poivillo*, a fine dust that disfigures the grain and shouts damage by these insects.



William Olson, workman at Calumet Elevator, Chicago, Ill., shows successively how stirrup ring is used to hold box car door lift lever in down position. At bottom: Stirrup used on another style of car door lift lever.



## Weevil Problem in Northwest

By FRED K. PICHA, M.A., University of Minnesota

At the present time a large portion of our crop has gone into storage in consideration of the A.A.A. program, and the grain has been held in storage for a longer period of time than it would be necessary to keep if it were handled through the normal channels common a few years ago. Thus the insect problem is becoming more serious even in our area where the common granary weevil has not heretofore been a serious problem. Experts have estimated the total annual loss of stored grain through the work of weevils in the United States to be about 50 million dollars. The estimated total annual insect damage in the United States is placed at about two billion dollars.

The term weevil is often applied to any small beetle occurring in grain bins, in milled feeds, in flour and grain. Properly speaking, however, a weevil is a beetle that has a slender snout. Two of the important weevils working in this territory that may be considered under one description are the granary weevil (*Sitophilus Granarius*), and the rice weevil, (*Sitophilus Oryzae*).

The granary weevil is a shiny, reddish-brown beetle about one-sixth of an inch in length, and with a long "snout" or proboscis. The females make small holes in the wheat kernel in which the eggs are laid. The larvae hatch and spend their lives within the kernels as legless grubs and eat out the interior of the kernels. Only a shell remains when the insects reach maturity.

It requires four weeks or more to develop eggs into adults. The adult beetles as well as the larvae feed on wheat, or on corn, oats, barley or rye.

THE RICE WEEVIL is similar to the granary weevil in appearance, habits, and development. It differs, however, in being smaller, not so flat, and is dull dark brown with four indistinct, light spots on the wings, whereas the granary weevil is shiny chestnut brown without spots. The rice weevil is a more active insect than the granary weevil. The latter cannot fly since it lacks functional wings; the rice weevil is a vigorous flier. In the South as far North as Kansas, the rice weevil may infest shocked and stacked grain outdoors. In Minnesota it must depend upon transportation of its food as a means of spread. This species is said to be the most important insect pest of stored grain in the United States.

The higher the temperature and the moisture content of grain, the better able are weevils to gain a foothold in it, building up a population to the point where the grain may go out of condition very rapidly. Weevil development and injury are relatively slow either at temperatures much below 70 degrees F. or at grain moisture contents of much under 13 per cent. Thus cooling grain and reducing its moisture content serves as a precautionary measure against these two pests.

THE LESSER GRAIN BORER acts very much the same way as the two above described insects. The lesser grain borer is not common in Minnesota except in a warm season. It is a serious pest of whole grain in most of the large grain centers farther south. It has been common in the Gulf states for many years. Its presence in large numbers in mid-western cities, however, seems to date from the time of the World War when large supplies of infested wheat came into the country from Australia; hence the name "Australian wheat weevil" by which many grain dealers know it.

The lesser grain borer is smaller in size than the granary weevil, and is of a cylindrical form with the head turned under the thorax and armed with powerful jaws to bore into grain. It flies freely. Continuous feeding by this insect will eventually reduce grain to a mere handful of bran. This insect can develop successfully in grain containing only about 10 per cent moisture, considerably below the requirement for the grain weevil. In other words, rather dry grain may be damaged by this pest if it is warm enough.

FUMIGATION.—The concentration of a heavier-than-air fumigant does not become stronger at the bottom of the bin than toward the top, but varies inversely with the depth below the grain surface. This is the result of absorption of gas by the top layer of grain, preventing much of it from moving downward. The dosage of fumigant must be great enough to provide a toxic dose for the insects after the grain has taken up all it can.

Seeds must be thoroughly mature and dry, otherwise they may be injured by fumigation. Ethylene oxide seriously injures the viability of seeds and should not be used for their fumigation.

Fumigation of grain, even though all the weevils are killed, still leaves the body of the weevil in the grain which oftentimes is very objectionable. The following fumigants have been used to some extent in the past and found

effective in many cases: Ethylene dichloride—propylene dichloride—carbon disulfide—chloropicrin—hydrocyanic acid gas.

CLEANING—Grain should be run thru a grain cleaner that is capable of not only removing the live or dead weevil bodies, but will also remove the broken kernels, dust, chaff, and reduce the moisture content, and also lower the temperature of the grain. A grain cleaner found thoroughly satisfactory for this work is the Cleland Expert Machine.

The Cleland machine is so constructed that it will remove the weevils at the feed roll by means of suction, and collect the live weevils so that they can be burned to prevent further spread. The Cleland Grain Cleaner has exceptionally large capacity per size of machine which makes it possible to quickly run all grain in an elevator thru the machine. It will handle wet or heating grain without clogging up.

These machines are exceptionally efficient dockage removers. The operator can remove all dockage from grain thereby eliminating nesting places for beetles contributing to the damage originally done by the granary weevil and others common thruout this country.

All Cleland Cleaners are equipped with a very powerful aspirator and a very powerful underblast. Even tho the grain goes thru this machine quickly it is thoroly cooled. Recent tests have shown that grain having a temperature of 66 degrees F. was cooled to 40 degrees F., in many cases grain temperatures having been reduced to below outside weather temperatures. This shows that the moisture content of the grain is reduced considerably through evaporation while it is submitted to the powerful stream of air.

The Cleland Manufacturing Co. has developed a machine recently which can be operated on a portable basis so that line elevator companies are able to use one machine for cleaning grain in several storage houses. The Cleland machine will not only control the weevil situation, but it will also thoroly clean all kinds of grain, flax, or seeds. Its initial cost is low, and the operating cost per bushel of grain is approximately one-tenth cent per bushel.

Official grain inspection was available at the close of the year at 172 points thruout the United States, the service being manned by 406 licensed inspectors.—U.S.D.A.

## A Combination Cob Bin and Garage

By building an extension with double folding doors, W. T. Welsheimer, superintendent, has converted the cob bin of the Mayer Grain Co. at South Whitley, Ind., into a combination cob bin and garage.

As is true of most separate cob bins, this one is built on a stand over a concrete foundation and floor, so a truck can back under its hopped bottom and be filled by simply opening a valve to let the cobs drop thru into the truck box.

Realizing that the roof and part of the floor for a garage for the company's truck already existed in the cob bin, Mr. Welsheimer simply boxed in three sides of the frame supporting the cob bin, built an extension out from the fourth side with folding garage doors in the end, laid a little more concrete to finish out the floor, and there he had a serviceable garage at very little extra expense to the company.

In practical use as a garage, the truck is backed into the structure. This is because clearance under the hopped bottom of the cob bin is sufficient for a truck box, but is not high enough to allow passage of the truck cab. So the truck is backed in, which leaves the cab and fore part of the truck housed under the extension.

Since the combination cob bin and garage is segregated from the elevator and other buildings in the Mayer Grain Co. properties, housing of the truck in it constitutes no unusual fire hazard.



Mayer Grain Co.'s combination cob bin and truck garage at South Whitley, Ind.



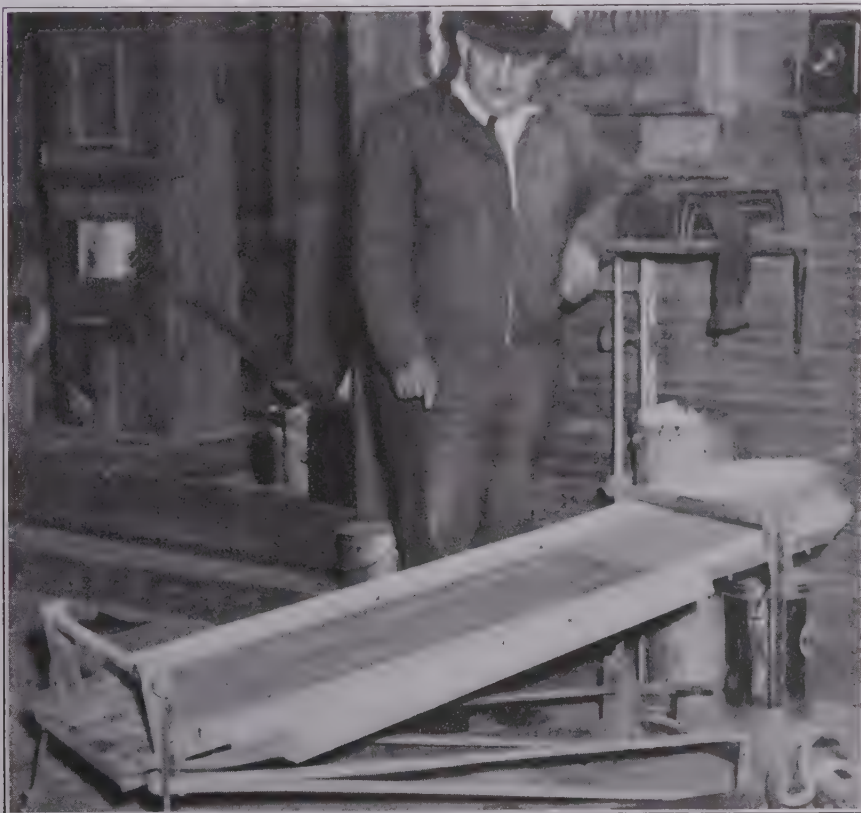
## Rosebuds and Sticks Removed from Oats

Rosebuds and sticks in oats or barley is a cleaning problem that disc separators fail to do efficiently, says P. M. Nielsen, manager of the Farmers Co-operative Exchange at Rock Rapids, Ia. The pockets in the discs are highly efficient in separating large and small kernels, or in separating oats from barley, but the rosebuds clipped off wild rose bushes by the combine in harvesting or passed thru the threshing machine in the threshing operation, the grasshopper legs, and the short sticks that come thru these machines in a similar fashion, pass thru the disc separator without being separated from the oats being cleaned.

The problem, reports Mr. Nielsen, was solved by his company's president, O. K. Wohlers, with construction of a shaker screen mounted on springs at a 20 degree angle over the feed throat to the cleaner, and ahead of the scalper. The screen is kept vibrating by a belt and pulley connection with one of the pulleys on the cleaner. A spreader is used on the end of the spout from the garner bin over the cleaner to flow oats evenly on this screen, and the vibration of the screen shakes thru all the oats so they feed normally into the cleaner, while rosebuds, dead grasshoppers, broken sticks and similar foreign matter ride the screen to be discarded into a bag suspended at the discharge end.

The screen in use by the Farmers Co-operative Exchange at Rock Rapids is for oats. A different size screen would be necessary for barley and other grains, since the slots in the screen must be of sufficient size to pass the kernels of grain being cleaned. However the shaker can be so designed that screens can be changed for the different grains.

The Farmers Co-operative Exchange does a great deal of custom cleaning and treating of seed grains before seeding time since farmers in this community have come to appreciate that better crops are grown from better seed, and their cleaner selects the plump kernels for the farmers' seed drills.



Manager P. M. Nielsen shows rosebud screen used over cleaner by Farmers Co-operative Exchange, Rock Rapids, Ia.

## Removal of Loan Grain

The A.A.A. has issued the following regulation:

A warehouseman who desires to ship Commodity Credit Corporation stocks of pooled wheat or other grain in order to provide storage facilities for the current crop, may do so by:

1. Making such request in writing to C.C.C., and
2. Indicating the quantity to be shipped, and
3. Agreeing in writing that if the grain is not stored for the full period as provided in the Uniform Warehouse Agreement, including storage, conditioning, insurance and other charges except the "in" and "out" charges, such charges shall be adjusted to the entire period proportionately.

## Claim Against Farm Board Considered

Counsel for the North Dakota-Montana Wheat Growers Ass'n asked the U. S. Court of Claims, Washington, D. C., on Apr. 7 to sustain a commissioner's finding that the ass'n had lost \$900,000 thru the advice and assurances of the Federal Farm Board in 1929-30.

The commissioner's finding showed losses including \$222,945 for handling and storing wheat, \$222,101 as the difference between the wheat's loan value and the market value on Nov. 1, 1929, \$184,176 in over-advancements to growers, and \$297,741.96 as the cost of organizing the cooperative.

While cooperative representatives favored the Farm Board Program, said Thomas V. Sullivan, the ass'n attorney, they had relied on assurances that carrying charges would be reimbursed by the government agency.

The Court of Claims took the case under advisement.

A corn grind of 7,799,561 bushels during March for products going into domestic use was reported thru the Corn Industries Research Foundation in behalf of 11 refiners of starches, syrups, sugars and other products of corn. This compared with a grind of 6,486,805 bushels in the previous month and 5,418,775 bushels in March, 1940.

## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather, \$3.00; paper, \$1.00.

**Robinson Telegraph Cipher Code:** Revised with all supplements, for domestic grain business. Leather, \$2.50; cloth, \$2.00.

**Dowling's Grain Code for Grain Milling and Produce Trades,** 6th edition: Used extensively in Western Canada. 154 pages. 4½x6½ inches. Weight 4 ozs. Price \$3.00.

**Millers Telegraphic Cipher:** (1936) For the flour feed and grain trades. 157 pages, 3¾x6¼ inches. Cloth bound. Weight 6 ozs. Price \$2.00.

**Cross Telegraphic Cipher:** 10th edition revised for provision and grain trades. 148 pages, 4½x5½ inches. Cloth \$4.00.

**A. B. C. Improved Fifth Edition with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. (English.) Price, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million combinations, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. 8½x10½ inches. Leather back and corners. \$10.00.

**Peerless Grain Code for International Grain and Feed Trades:** 300,000 different offers expressed by one half codeword combining Destination, Time of Shipment, Quantity, Quality and Price. 10,000 complete Phrases relate to Export grain trade. Private Supplement contains 3000 blank code words. Price \$85.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

All prices are f. o. b. Chicago.

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## Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

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## Grain Carriers

The Erie Railroad recently let contracts for 800 box cars.

**Albany, N. Y.**—Cargill, Inc., on Apr. 10 launched the first ocean going vessel built in Albany since the days of sailing ships. The new boat is 430 ft. long and 60 ft. beam.

The complaint by Larowe Mills that rates on feed and beet pulp from New York and Baltimore to Puerto Rico were unreasonable has been dismissed by the Maritime Commission.

Grain and grain products were loaded into 35,405 cars during the week ended Apr. 5, against 30,108 during the like week of 1940, as reported by the Ass'n of American Railroads.

**Austin, Tex.**—The 38,000-lb. gross limit law for trucks has been signed by the governor, replacing the old 7,000-lb. pay load limit, that was in force for 10 years, and removing a highway barrier.

Abandonment of the entire 37.1 miles of the Uvalde & Northern from Uvalde to Camp Wood, Texas, should be permitted, according to Examiner J. K. Lyle. The traffic is moving by truck and there is no prospect of increased revenues.

A certificate permitting abandonment of the 30 miles of the Colorado & Southern's Clear Creek lines has been issued by the Interstate Commerce Commission. Earnings from freight traffic were \$100,106 in 1935 and only \$29,834 for the 10 first months of 1940.

**Duluth, Minn.**—A peak rate of 4½¢ per bu. for movement of wheat from Duluth to Buffalo by lake carriers was specified in a charter written early in April. Elevators here are holding 16,000,000 bus. of Canadian wheat in bond, some of which is expected to move east to make room for domestic grain.

Permission to charge \$2.25 instead of 66 cents for furnishing, installing and reclaiming grain doors for crostown shipments in the Chicago district is recommended by Examiner Disque in Chicago Board of Trade v. Alton. In the Interstate Commerce Commission's original report a reduction was ordered from \$2.48 to 66 cents per car.

**Fort William, Ont.**—N. M. Paterson predicts that the 1941 season on the Great Lakes will be very busy, particularly in the movement of coal, pulpwood and iron ore. Grain is now moving freely out of eastern seaboard elevators, in a volume which is greater than was expected, Senator Paterson declared. Some elevators in the Georgian Bay area are now empty.

**Washington, D. C.**—The Interstate Commerce Commission recently extended its authority over the trucking industry by declaring that it has authority to prescribe qualifications and maximum hours of service for mechanics, loaders and drivers' helpers employed in the motor carrier industry. It had ruled earlier that it had authority over drivers and prescribed qualifications and maximum hours for them. More autocrats.

**Buffalo, N. Y.**—The customary summer grain rate of 6 cents per bushel on wheat to seaboard points has been refused by the railroads, leaving the Canadian route an advantage. The decision of the railroads was made at a meeting of the Trunk Lines in Chicago, which was attended by William E. Maloney, sec'y of the Corn Exchange; Thomas C. O'Brien, vice pres. of the Superior Elevator Co., and C. B. Mischka, Eastern Grain Elevator Co. Cost of shipping grain from Fort William to New York by lake and rail thru Buffalo is now 12.3¢ per bu., not including handling and elevating charges in Buffalo. This compares with a rate of 9¢ between Fort William and Montreal.

Consolidated net loss of the Inland Waterways Corporation of the Federal Government in 1940 was \$273,725.

**Duluth, Minn.**—The Duluth Board of Trade directors ruled Apr. 8 that the opening of the 1941 navigation shall date from the first effective date of hull and cargo insurance, which was Apr. 16.—F.G.C.

**Bloomington, Ind.**—“The railroad tax bill this year will be as big, or bigger, than the railroad interest bill, if the rate of tax increase experienced thus far in the year is maintained,” declared Z. G. Hopkins, representing the Western Railways' Committee on Public Relations, in an address before the Exchange Club Apr. 15. “Railroad stockholders have been running a poor second to tax collectors, in that respect for several years, but tax payments have not heretofore approached interest charges. Railroad taxes last year were more than twice as great as dividend payments. In fact, last year's tax bill alone exceeded total dividend payments in the last three years.” The politicians are 100 per cent for confiscation.

**Pittsburgh, Pa.**—Speaking at a meeting arranged by the Chamber of Commerce, R. V. Fletcher of Washington, D. C., vice pres. of the Ass'n of American Railroads, termed “absurd” any reference to the St. Lawrence waterway as a national armament project. Fletcher said supporters of the waterway admit it cannot be completed until the end of 1948, and by that time the war will have ended. Fletcher criticized the administration for advancing the plan as an agreement between the United States and Canada. He said the Senate in 1934 refused to ratify the program as a treaty but that the agreement would require only a simple majority in both houses. A two-thirds margin in the Senate is required to put a treaty into effect. “The only purpose of the agreement is to avoid seeking a two-thirds majority,” he said and described it as a “cheap trick.”

The new Transportation Board named by the president is composed of Wayne Coy, of Indiana, now serving as Assistant Federal Security Administrator, chairman, and Charles West, former Democratic member of Congress from Ohio and more recently liaison officer between the president and Congress, and Nelson Lee Smith, chairman of the New Hampshire Public Service Commission. The nominations are now before the Interstate Commerce Committee of the Senate. This board was provided for in the Transportation Act of 1940 and is directed by the Act to investigate the relative economy and fitness of carriers by railroad, motor and water for transportation service, with a view to determining the service for which each type of carrier is specially fitted, to the end that an adequate national transportation system may be developed.

## Seaway Would Damage Canadian Boat Trade

Scot Misner, head of Colonial Steamships, Ltd., holds that the St. Lawrence seaway would damage Canadian grain boat trade.

If good sized ocean carriers were able to proceed into the lakes and load at the lakehead ports, inland carriers would be certain to suffer.

Montreal and ports eastward to the Atlantic would be badly affected. Grain is the No. 1 commodity handled thru Montreal in transfer from lake vessels and rails to ocean going bottoms.

Sorel and Three Rivers on the St. Lawrence are also sizeable grain ports. With direct shipment from the lakes to the sea, these ports would lose a great deal of revenue, both from the grain handling and from harboring dues, it is declared, and it is believed at Montreal that Montreal probably would be unable to attach dues on vessels merely passing thru the port from inland waters to the sea.

## Twin Cities' Switching Charges Discriminatory

The final report by the Interstate Commerce Commission finds that:

“Defendants' rules and practices governing absorption of connecting line switching charges at Minneapolis, St. Paul, Duluth and Superior, on grain, grain products and seeds, carloads, from Minnesota, Montana, North Dakota, South Dakota and Iowa points found unseasonable and as to Minneapolis unjustly discriminatory and unduly prejudicial. Defendants required to establish reasonable non-discriminating and non-prejudicial absorption rules and practices.”

The effect of the finding is to place these markets on a parity with competing markets where the line-haul rates on grain, grain products and seeds apply to industries on connecting lines.

The finding is in accord with the complaint except as to switching charges on out-bound shipments from the markets.

Shippers have been complaining for years against the charges assessed under present tariffs, amounting to an excess of \$150,000 annually on shipments to Minneapolis.

The Minnesota Railroad and Warehouse Commission participated in the joint hearing as intrastate traffic is involved, and concurred in the finding of the Interstate Commission.

Methyl bromide as a fumigant is the subject of a report by D. B. Jackie and W. B. Carter of the California Department of Agriculture, which gives detailed results of tests with this product on many forms and stages of insect life.

To haul on the highways an ordinary day's tonnage on just one division of one railroad serving Pittsburgh, for example, would put at least 32,000 more five-ton motor trucks on the highways—a column of big trucks nearly a thousand miles long, with no allowance for the necessary movement of some trucks empty or partly loaded.

## Railroad Claim Books

(Duplicating) require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention by the claim agent. They increase and hasten your returns by helping you to prove your claims.

- A—Is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, well bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing claims unpaid, and four sheets of carbon.

The five forms are assembled in three separate books, each of 200 leaves, weight 3 lbs. Price of each book \$2.00, plus postage.

- 411-A contains 100 sets all Form A.
- 411-E contains 100 sets all Form E.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.

## Grain & Feed Journals

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# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARIZONA

Yuma, Ariz.—Fire of undetermined origin the night of Apr. 7 destroyed the feed mill, machinery and mill house and a quantity of grain at the Shattuck ranch in the South Gila Valley, under lease by Bill Whitman. The warehouse and other structures on the ranch were saved.

## ARKANSAS

Pine Bluff, Ark.—Fire caused damage estimated at approximately \$250 at the Whyte Feed Mills Apr. 10. About 300 bags of beet pulp used in mixing feed were destroyed by the blaze.—J. H. G.

## CALIFORNIA

Hanford, Cal.—The Lacey Milling Co. is constructing a steel and concrete warehouse just east of its W. Fifth St. office.

Sacramento, Cal.—A. B. 1300—This bill amends the Highway Carrier Act and declares any dealer a highway carrier where there is a differential in the sales price of the products he is hauling (or delivering) at the point of origin of the shipment and the point of destination of the shipment! If passed, this bill wrecks all previous exemption to feed dealers. Oppose this bill!—I. J. Stromnes, sec'y, California Hay, Grain & Feed Dealers Ass'n.

Sacramento, Cal.—A. B. 1085, Itinerant Truck Peddler—will amend, make workable and worthwhile to the hay and grain dealers particularly the present unworkable itinerant truck merchant bill.—S. B. 1006—To protect farm sellers of crops. Requires a \$5000 general credit bond on any buyer who does not pay strictly cash on delivery for each load of farm crops purchased from growers. Bonding companies would require, except for a handful of rich concerns, from \$5000 and even more cash or other quick collateral, because the bond would cover purchases over a 4-year back period. The premium would cost from \$75 to \$100. Author and sponsor both see and admit it would drive many small established dealers out of business.—S. B. 428—Restricting sale of livestock remedies, etc., was first amended through the courtesy of Senator Mixer and sponsors, to exclude: "stock and poultry foods and medicines," but because of opposition from the Grocers and others it was later tabled by the com'te. Senator Mixer is and has always been a friend of the poultry, livestock, and feed industry.—I. J. Stromnes, sec'y California Hay, Grain & Feed Dealers Ass'n.

## CANADA

Stavelly, Alta.—Fire recently razed two elevators and annexes owned by the United Grain Growers, Ltd., and the Searle Grain Co., Ltd., which contained more than 250,000 bus. of wheat. With the elevators, four grain storage bins burned.

Fort William, Ont.—Peter Humeniuk, 52, an employee of the Manitoba Pool elevators since their location here nearly 30 years ago, died in hospital Apr. 6, where he was taken following an accident while at work at the elevator. Death resulted from complications following injuries sustained on Apr. 3 when his right leg was broken as a result of being caught in a rope sheave drum at Manitoba Pool Terminal No. 1, Port Arthur. He was repairing buckets on the leg at the time of the accident.

New Westminster, B.C.—Brackman-Ker Milling Co. will erect a plant, involving an expenditure of between \$50,000 and \$60,000, Harvey M. Streight, general manager, has announced. Plans have been drawn and contractors' bids are being received. Two existing warehouses will be razed and heavier structures will be built, one of two stories, the other of three. A new elevator then will be constructed. The structures will be transformed into one large elevator with a capacity of 250,000 bus.

## COLORADO

Laird, Colo.—Webster Pilkington is the new manager of the Farmers Union Co-op. Elvtr. Co. elevator, succeeding Rae Dowlin, resigned.

Wray, Colo.—Rae Dowlin, formerly manager of the Farmers Union Co-op. Elvtr. Co. at Laird, is new manager of the local Farmers Union Elevator, succeeding J. S. Parker, resigned.

Denver, Colo.—At the annual meeting of stockholders of the Denver Grain Exchange Ass'n held at the Shirley-Savoy Hotel on Mar. 10, officers and directors elected for the coming year were: Pres., A. S. Walters; vice-pres., W. D. Kistler; 2nd vice-pres., N. A. Anderson; sec'y-treas., H. G. Mundhenk. Directors, N. A. Anderson, J. G. Dalziel, R. O. Harris, W. B. Johnson, O. M. Kellogg, H. E. Kelly, T. H. Kelly, W. D. Kistler, O. P. Sherrill, F. M. Smith, A. S. Walters, N. C. Warren and H. L. Wierman.

## ILLINOIS

Virden, Ill.—The Virden Grain Co. recently installed a large size Western Sheller.

Stewardson, Ill.—We are planning construction of a grain handling plant.—Wm. Moomaw & Son.

Tuscola, Ill.—Harry Carrell, manager of the Tuscola Co-op. Grain Co., has bot Dr. H. M. Garber's house.

Esmond, Ill.—Sydney Cheeves is new manager of the Farmers Grain Co., succeeding Glen Pritchard, resigned.

Nokomis, Ill.—William F. Herzog, Sr., 76, president of the Nokomis Equity Elvtr. Co. since its organization, died Apr. 1.

Allerton, Ill.—The Harry Allen Grain Co. is installing a 30-ton 34x10 ft. Fairbanks Truck Scale with a concrete platform.

Greenville, Ill.—Greenville Elvtr. Co., installed a No. 56½-D Kelly Duplex Corn Cutter & Grader, with motor drive.

Jamaica, Ill.—The Farmers Elvtr. Co. is installing a new railroad type Fairbanks 30-ton 34x10 ft. Concrete Deck Truck Scale with dial.

Albion, Ill.—Arch Bassett, owner and operator of the Albion Mill & Grain Co., has been elected Edwards County court judge in a special election.—H. H. H.

Riverdale, Ill.—A minor blaze starting in the cereal unit at Arcady Farms Milling Co. recently was quickly smothered by employees. The loss was small.

Owaneco, Ill.—Approximately \$40 in cash was taken from the Co-operative elevator the night of Mar. 24 when robbers entered the place and pried open the safe.

Morrison, Ill.—The Farmers Elvtr. & Supply Co. at its recent annual meeting voted to contribute \$1,200 to equip an operating room at the new Morrison Hospital.

Rosamond, Ill.—Robbers visited the Rosamond Farmers Elevator recently, stealing an electric clock, an inter-office communication system, a radio and \$6 in nickels from a vending machine.

Pisgah (Jacksonville p. o.), Ill.—Pisgah Co-operative Grain Co. has purchased a new So-weigh 20-ton Motor Truck Scale with platform, 20x9 ft., equipped with new style grain beam.

Millersville (Pana p. o.), Ill.—J. J. Connerly's elevator was visited by robbers recently, who took about 20 knives used as advertising novelties from the desk.

Morton, Ill.—The Hauter Grain & Coal Co. has installed in its elevator a new Atlas Belt and Nu High Buckets. It has added one-third more buckets to increase the capacity of handling grain.

Belleville, Ill.—Western Alfalfa Meal Co. has been incorporated to deal in grain, etc. Capitalization, 500 shares common stock at \$100 per share. Incorporators, B. W. Hilgard, H. J. Kauffeld and A. W. Hilgard.

Witt, Ill.—Thieves recently burglarized the office of the Paisley Mill & Elvtr. Co., carrying away the contents of an unlocked safe which they later abandoned as useless. The papers, many valuable, later were recovered.

West Salem, Ill.—George Couch & Sons are adding additional bins and remodeling their seed cleaning department. They are installing some new totally enclosed motors and standard lightning surge protection.—H. H. H.

Savanna, Ill.—Rosenbaum Bros. have let a contract to John S. Metcalf Co. for construction of five reinforced concrete grain storage tanks near their local elevators along the Mississippi River, cost estimated at \$45,000 to \$50,000.

Zeigler, Ill.—Frank Morgan's feed store was ransacked by burglars the night of Mar 28 who forced their way into the office, blew open the safe and escaped with between \$400 and \$500 in cash. Meal sacks were used by the yeggs to deaden the sound and shock of the explosion.

Pike Station (Louisiana, Mo., p. o.), Ill.—The Missouri-Illinois Co-operative Elvtr. Ass'n has taken over control of the Pike Grain Co.'s elevator. A new truck has been purchased and a stock rack will be added for hauling customers' live stock to the Live Stock Commission House in St. Louis.—P. J. P.

Springfield, Ill.—Country elevator operators, grain dealers thruout the state and all small retail establishments are urged to contact their representatives for amendment of H. B. 441, the wage and hour law, to exclude the small retail establishment as well as employees of country elevators and some other agricultural services, from its ruling if the bill is passed as it now stands. The legislation, is now being considered by the Com'te on Industrial Affairs. The com'te, sitting as a whole, heard the proponents of the bill on Apr. 15, and the opponents of the measure on Apr. 22. Members of the legislature have often signified their willingness to listen to "direct word" from members of their district who are in business, pay taxes and employ labor. Since this bill will vitally affect all small retail business, placing all employees under a 40 hour week, with a minimum wage of 30c an hour, members of the Illinois Grain Dealers Ass'n and all grain dealers thruout the state are urged to do their utmost to defeat the bill, or at least have it amended so that those businesses with but a small number of employees can be exempted. No time should be lost in contacting your representative whether or not you attended the hearing.

## Beware!

Notwithstanding we have frequently warned our readers of the sharp practices of unauthorized subscription solicitors, a number of swindlers using different names, but having no certificate of authority from us, continue to collect money for the Journals without ever being in our employ or having authority to represent us in any capacity. Calling on grain dealers, they always know that your subscription has expired and urge an immediate renewal for a long term. C. M. Balsley has forged our name to checks without authority and without sending us checks, money or order. Your bank should credit your account with all forged checks and return them to the agency presenting them for payment. Any information which will assist in stopping the swindling practices of these sharpers will be most gratefully received.

## Grain & Feed Journals

CONSOLIDATED

CHARLES S. CLARK, Mgr.



Bellmont, Ill.—The L. E. Meyer & Sons Elvtr. Co. held its annual John Deere Day recently, on which occasion a large crowd was entertained by pictures, short talks and free lunch.

Sycamore, Ill.—The Farmers Grain & Lumber Co. held its annual open house recently when movie entertainment was provided, a free lunch served, and various contests held, a large crowd of friends and patrons of the grain firm participating.

Vandalia, Ill.—The Elam Grain Co. has opened a flour wholesale business and will act as jobbers, distributing flour milled by the Standard Tilton Milling Co., over this territory, J. E. Robinson, proprietor of the grain company has announced.

Noble, Ill.—William Woods, manager of the Noble Milling Co., had a narrow escape from death recently when 700 lbs. of feed fell on him. He was rescued by fellow workers and taken to the Olney Sanitarium where it was found he had sustained a broken leg.

#### CHICAGO NOTES

The Columbia Malting Co. removed April 7 to Room 2121, Board of Trade Building.

Continental Grain Co. has removed its offices to suite 1750 in the Board of Trade Building.

A small advance occurred in membership certificates of the Chicago Board of Trade recently, with sales up to \$475. Posted offers were at \$500, highest bid, \$450.

John F. Harris, 78, founder and senior partner of Harris, Upham & Co., New York investment brokers, and a member of the Chicago Board of Trade since 1890, died Apr. 14 at Palm Beach, Fla. At one time he was associated with Harris-Scotton Co., operating elevators in the southwest, and later of Harris, Winthrop & Co.

The March trade in soybean futures exceeded the total trade in corn for the same month by approximately 10,000,000 bus. Total volume of soybean futures' sales in that month was 65,670,000 bus. Traders in soybean futures on the Exchange began operating in a new individual pit Apr. 12. The recent enlargement of the old soybean pit proved insufficient.

The Chicago Board of Trade has issued its 1940 edition of statistics, featuring in detail information on grain, securities, live stock, crops and prices. Sec'y Fred H. Clutton is to be complimented on this publication of statistics and interesting history of the board, its rules, membership and officers. The statistics were compiled by Lyman C. West, board statistician.

The program for the annual convention of the Illinois Grain Dealers Ass'n to be held in the Assembly Room of the Board of Trade, is being completed. Elmer H. Sexauer, president of the Grain & Feed Dealers Nat'l Ass'n, will address the session, as will also Philip R. O'Brien, president of the Board of Trade. There will be representatives present, also, from C.C.C. and the Dept. of Labor, and representatives from the railroads. The banquet will be held the night of May 12, the place to be announced later.

#### INDIANA

Berne, Ind.—A motor valued at \$100 was stolen recently from the Berne Equity Exchange.

Brazil, Ind.—The Clay County Farm Buro recently installed a Western Gyrating Cleaner and Western Pitless Shell.

Earl Park, Ind.—Beatty & Harlan installed a No. 2 Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

Knightstown, Ind.—A building at Grant and Madison Sts., once used as a grain elevator, was destroyed by fire recently.

Wabash, Ind.—Wabash Co. Farm Bureau Co-op. Ass'n installed a No. 2 Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

Poseyville, Ind.—The Poseyville Grain & Feed Co., Inc., is installing additional feed manufacturing and electrical equipment. Motors are all of the totally enclosed type.—H. H. H.

Boonville, Ind.—Elza Kramer has remodeled his electrical installation at the Boonville Elvtr. Co. elevator to comply with Mutual Insurance regulations and eliminate fire hazards.—H. H. H.

Decatur, Ind.—George Burk, 85, prominent operator of grain elevators here and at Monroe, died Apr. 12 after a two months' illness. Mr. Burk had been in failing health since an automobile accident six years ago. He retired from active business soon after the mishap.

French Lick, Ind.—The Indiana Grain Dealers Ass'n promises an excellent program of entertainment for those who attend its mid-summer convention here June 16 and 17. The French Lick Springs Hotel will be convention headquarters. There will be two business sessions, one on Monday morning and the other on Tuesday mornings. The afternoons will be reserved for outdoor recreation.

Fort Wayne, Ind.—The Northeastern Hay & Grain Dealers Ass'n will meet at the Wayne Hotel May 12, 7:15 o'clock, D. S. T. It will be a dinner meeting, reservations for which must be made by May 6, with Miss Jerry Bernard, Wayne Hotel. A program of round table discussion will follow. The main address of the evening will be given by Chauncey McCormick, chairman of the Midwest Executive Com'te of National Com'te on Food for Small Democracies. A large attendance is anticipated.—S. R. Rumsyre, sec'y.

Elwood, Ind.—The Central Indiana Grain Dealers & Processors Ass'n was organized recently, with Frank M. Ackols of Hobbs, president; A. W. Berger, Nevada, sec'y, and Ed Montgomery of Hemlock, treas. A com'te of five was selected, designated as a Bargaining Com'te to represent and speak for such firms in the neighboring territory who give their written authority to be represented by the group, in negotiating with the union when and if they are asked to sign a union contract. Sec'y Fred K. Sale, of the Indiana Grain Dealers Ass'n, was present and assisted in organization of the group.

#### IOWA

Madrid, Ia.—Carl Lundahl is remodeling his elevator.

Cambridge, Ia.—Charles M. Webb, 70, former grain dealer and elevator operator, died at his home.—L. A. G.

Walker, Ia.—The Wiley Milling Co. has been incorporated. Thos. H. Wiley is president and treasurer.

Rhodes, Ia.—Farmers Lumber Co. installed a Kelly Duplex Corn Cutter & Grader with motor drive.

Martelle, Ia.—Farmers Elvtr. Co. installed a Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

Lewis, Ia.—The Atlantic Mill & Elvtr. have installed a hammer mill. Harold Toepeer is manager of the plant.

Lenox, Ia.—We have built a 16x23-ft. sheet iron addition to our office, for the storage of seeds and feed that are for retail.—L. F. Davis & Son.

Primghar, Ia.—Willey & Greig have installed a new 30-ton Soweigh Motor Truck Scale with concrete deck 40 x 10 ft.

Cedar Rapids, Ia.—Dr. E. B. Fenton, president of Dr. Fenton's Vigortone Co., died at his home in Anamosa Mar. 17 following a seven weeks' illness.

Shenandoah, Ia.—The Farmers Co-operative Elevator recently reorganized under the new co-operative law. E. M. Barton is manager of the company.

West Bend, Ia.—Carl Krueger, 72, manager of the Davenport Elevator here for many years, died at his home in Des Moines recently, where he had resided since 1932.

Macy, Ia.—George Kramer, formerly of Iowa Falls, is manager of the Farmers Elevator here, succeeding Charles Blakely who has retired after 30 years of service.

Anthon, Ia.—Ival Dicus, employed at the Quaker Oats Co. elevator, and Miss Bonnie Houlsworth have announced their marriage that took place on Aug. 19, 1940.

Webster City, Ia.—P. H. Seeburg of the Farmers Union Co-op., Cedar Bluffs, Neb., is new manager of the Community Co-op. elevator, succeeding John Berogan, resigned.

Hansell, Ia.—The Hansell Farmers Elvtr. Co. is installing a new 20-ton Soweigh Motor Truck Scale with wood deck 24 ft. long. The scale is equipped with new style grain beam.

Eldora, Ia.—The International Supply Co., handler of stock feed, has bot the George Richards building on North Washington St., and will take possession the middle of May.

Oskaloosa, Ia.—W. P. Blackford, 62, owner and manager of the Blackford Co. for the past 30 years, died of a stomach ailment Apr. 15. He had been operated upon Apr. 14.—Art Torkelson.

Hayfield, Ia.—Oliver S. Schmebly of Kanawha has succeeded F. A. Koenig as manager of the local Federal-North Iowa Grain Co. elevator. Mr. Koenig retired after filling the position for several years.

Iowa Falls, Ia.—The Farmers Co-operative Elvtr. Co. will hold a combined picnic June 17 at the Baptist Assembly grounds with the Farmers Mutual Insurance Co., and the Farmers Co-op. Exchange.

Scotch Grove, Ia.—Dick Naylor, son of R. A. Naylor of the Farmers Grain Co. and associated with his dad in the business, enlisted in the U. S. Marine Corps in February and is now stationed at San Diego, Cal.

Thor, Ia.—The Thor Grain Co. entertained its friends and patrons at the Community Hall the evening of Apr. 1, commemorating its first anniversary. An interesting and entertaining program was presented and lunch was served.

Graettinger, Ia.—The Graettinger Farmers Grain Co. celebrated the opening of its new feed department by entertaining 500 of its friends and patrons at a free movie and lunch. Equipment for feed mixing has been installed at the elevator.

Glenwood, Ia.—R. C. Good of the Good Grain Co. is opening business offices on the second floor of the Plimpton building. Mr. Good has purchased the former C. W. McManigal farm just north of here and contemplates building a country home there in the near future.

Des Moines, Ia.—The Western Grain & Feed Ass'n recently enrolled as members C. B. Henning's Elevator, Newton; Baxter Grain & Coal Co., Baxter; Clave Feed Co., Webster City; Tyden Feed Co., Dougherty; Farmers Co-op. Grain & Coal Co., Fort Dodge.

Thor, Ia.—H. E. Swartzendruber, owner of the Thor Grain Co., suffered a badly torn finger on his right hand Apr. 7 when it became caught in the auger of the feed mixer as he was attempting to remove some papers from the feed. Several stitches were required to close the wound.

Anamosa, Ia.—The new Anamosa Feed Mill staged a grand opening Apr. 4 that drew a large crowd of persons interested in the new plant and its products. An exceptionally interesting and informative program was presented and coffee and doughnuts were served from 2 to 5 p. m. Burrell B. Fagen is manager of the new elevator and mixing plant. The new mill is the latest type design and constructed as near fireproof as possible. The old elevator was gutted by fire over a year ago.

## The Unvarnished Truth About Grain Fumigation

An Informative Series of  
Questions and Answers

**No. 6** Is a "refumigation" effect secured by transferring grain a few days after treatment?

It is unlikely that any effective gas concentration survives the thorough aeration produced by turning. The more favorable results often noted after transferring are probably due to delayed death of insects previously affected by the original concentration and to mechanical handling of such weakened insects in transferring.

Anyone wishing more detailed information on this or other subjects related to grain fumigation is invited to write us. Questioners will not be subjected to sales arguments, but will receive honest answers within the limits of our information.

THE **Weevil-Cide** CO.  
THE DEPENDABLE GRAIN FUMIGANT  
1110 HICKORY STREET  
KANSAS CITY, MO.



Alta, Ia.—The Poulson Mill, owned by Mrs. Ames Poulson, was leased to the Buena Vista Feed & Seed Co. The new concern will be managed by Albert Hyser. The company will also have a plant at Storm Lake. It will manufacture its own feeds under the trade name of Vista Feeds. A new mixer is being installed in the feed building.

Toledo, Ia.—The Toledo Grain Co. has taken over the assets of the Member Service Co., a subsidiary of the Tama County Farm Buro. The Member Service has handled feeds and seeds principally, in recent years functioning as the Tama County unit of the now foreclosed Iowa Poultry Producers Marketing Ass'n, Ottumwa. Charles E. Gary was manager.

Baxter, Ia.—The Baxter Grain & Coal Co. has completed the construction of its steel warehouse. The new building is 20x70 ft. in size and is located on the Gt. Western's right of way north of the company's elevator and joining its coal sheds on the south. One of the latest type feed mixers has been installed for the manufacture of the company's own brand of feed, "Baxter's Best."

Hamburg, Ia.—The Reid Grain Co. is constructing a new feed building, 80x12 ft., 10 ft. high, frame with metal sheathing. It will extend from the large elevator and will have two loading platforms, one on the north and the other the south side. Two new feed grinders, a hammer and a roller mill, and a one-ton mixer, all electrically driven, will be installed there. All feeds ground and mixed there will be labeled, "Reid's Feeds." Clarence Zutz is in charge of building operations. The company is owned by Wert Reid and his son, Carl.

Des Moines, Ia.—The state legislature, recently adjourned, has passed a number of bills affecting agriculture and allied industries. Among them was the bill, S. F. 213, to regulate sale of baby chicks by licensing handlers and dealers. The act applies to all persons except those who hatch for sale 1,000 or less baby chicks a year. The license, to cost \$10 a year and run from date obtained until the following July 1, is to be bought from the state department of agriculture. The fees collected go to the state treasury. Penalty for violation of the act is a fine up to \$100.—S. F. 414, rewrites Chapter 144, governing the sale of commercial fertilizers and defining commercial fertilizers. The act requires the manufacturer of commercial fertilizers to pay to the sec'y of agriculture an initial registration fee of \$25 to cover all his brands, pay an annual renewal fee of \$1 and a tax of 10c ton on all fertilizer sold. S. F. 505 makes permanent the law governing eradication of Bangs' disease, which would have expired Dec. 31, 1943.—H. F. 83, gives hay and straw bales a lien on grain and seed threshed, hay or straw baled, or corn shelled or husked.—H. F. 295 tightens up the statute on noxious weeds by prohibiting sale of any seed in the state for agricultural purposes containing any primary weed seeds, and restricting the amount of secondary noxious weed seeds which may be allowed.

Des Moines, Ia.—Legislation in which the Western Grain & Feed Ass'n took an active part in endeavoring to get passage for, but which failed to be adopted, included the following bills: S.F.504, a bill to modernize present warehouse law and facilitate its workability, (Lost); S.F.5, a bill that would require the prepayment of sales tax by coupon method; (Killed); S.F.399, a bill to increase the fees now paid by all who operate trucks and to add a gross load license; (Killed); H.F.85—a bill to provide for clearing at par of checks drawn on any bank or trust company, organized under the laws of Iowa. (Passed by house but unable to get it out of Sifting Com'te of Senate.) The following, for which the ass'n worked, however, were adopted: S.F.414, a bill to require inspection and analysis of all commercial fertilizers; S.F.213—a bill to demand inspection of all chick hatcheries, their equipment, stock and methods in the interest of eliminating inferior merchandise and unfair practices; H.F.352, a bill to redefine the itinerant merchant and to better regulate his traffic; H.F.200—a bill to appropriate additional funds to study and perfect methods of expanding utilization of Iowa farm products; H.F.295—a bill to require analysis of all seed to be sold in Iowa which included requirements that must be met in regard to germination, noxious weed content, etc., before offering for sale.

Des Moines, Ia.—A schedule of interesting and informative group meetings has just been completed by Western Grain & Feed Ass'n, when men from federal and state offices led discussions on subjects of vital importance to grain and feed dealers. New developments in the A.A.A. program, warehousing problems, wage and hour rulings, trends, etc., came in for thoughtful consideration as their effect on the trade business was analyzed. The dinner meetings, each of which attracted a large group of grain men, were held at Sac City, Park Hotel, Apr. 22; Algona, Algona Hotel, Apr. 23 and Iowa Falls, Princess Cafe, Apr. 24.

Kiron, Ia.—Ben Bruemmer, manager of the Kiron Lbr. & Grain Co. elevator, was swindled out of about 150 bus. of corn recently by a trucker who applied the brakes of his truck while placing the vehicle on the scale, thus increasing the amount of weight registered, by the tendency to pull forward. County officials have received numerous complaints that this practice is being used and urged all elevator operators to be on the lookout for these men. In order to be certain that these tricky practices are not applied, they urge operators to have truckers unhitch their trailers before and after loading, thus avoiding the possibility that brakes could be used as added leverage in producing false weight.

## KANSAS

Centerville, Kan.—I will build a new elevator here.—Chas. V. Wait.

Elmer, Kan.—Robert Mills is building a frame addition to his elevator.

Caldwell, Kan.—The Farmers Co-op. Grain Co. is building a concrete annex.

Palmer, Kan.—Additional storage is being installed at the Decker Grain Co. elevator.

Garnett, Kan.—The Garnett Mill has installed a 10-ton, 34x10-ft. Fairbanks Truck Scale.

Hollis, Kan.—The Decker Grain Co. is installing additional storage at its local elevator.

Selden, Kan.—The Hart Lumber & Grain Co. is building an addition to its local elevator.

Day (Clifton p. o.), Kan.—The Decker Grain Co. is installing additional storage at its local elevator.

Abbyville, Kan.—The Midwest Grain Co. has completed an addition of 10,000 bus. capacity to its elevator.

Randolph, Kan.—We will build a 50,000-bu. capacity grain elevator here, work starting at once.—J. A. Holmstrom.

Ellis, Kan.—The E. C. Wyatt Grain Co. has installed a new feed grinder and mixer. Paul Bittel is manager of the elevator.

Inman, Kan.—The new warehouse addition of the Friesen Grain Co. is nearing completion.

Chase, Kan.—The Chase Co-operative Elvtr., Mill & Merc. Union is building concrete tanks.

Haysville, Kan.—Haysville Elevator & Supply Co. is building a 40,000-bus. frame elevator. Star Engineering Co. has the contract.

Copeland, Kan.—A motor driving the conveyor in the elevator of Riffe Bros. Co., Inc., on Mar. 17 caught fire and was responsible for small damage loss.

Belleville, Kan.—E. L. Rickel and L. H. Keuer have let contract to erect a Columbia Steel Storage Tank which will be located 2 ft. west of its elevator.

Satanta, Kan.—Tom Brown, manager of the Light Grain & Milling Co. elevator, severely injured his right foot recently while working with the lift at the plant.

Dillwyn (Macksville p. o.), Kan.—The excavation work on the addition to the Dillwyn Grain & Supply Co. elevator has been completed and the cement is being poured.

Mankato, Kan.—O. E. Loomis is constructing a 10x60-ft. warehouse at the Loomis Elevator. A 10x10 bin also has been built and a new tin roof put on the 12x32-ft. driveway.

McPherson, Kan.—Emil Teichgraeber, manager of the K. B. R. Milling Co., has returned from Rochester, Minn., and while still confined to his home, is reported in improved condition.

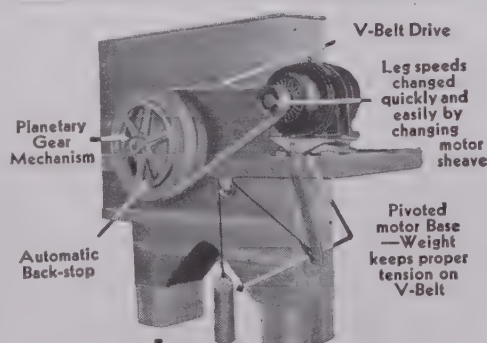
Wilson, Kan.—The B. W. Kyner Elevator has added 11,000 bus. to its storage capacity by construction of a granitic cement block storage tank. The McPherson Products Co. did the work.

Protection, Kan.—The Protection Co-op. will increase its wheat storage capacity by construction of two steel bins, each with 10,000 bus. capacity. Present capacity of the elevator is 21,000 bus.

Lindsborg, Kan.—The Lindsborg Milling & Elvtr. Co. is installing a 450-h.p. natural gas engine, to furnish power that now is provided by steam boilers. The new engine will be in operation early in May.

Moundridge, Kan.—The Farmers Elvtr. Ass'n is constructing two 11,000-bu. grain storage bins, increasing its total storage capacity at the local elevator to about 35,000 bus. The McPherson Concrete Products Co. has the contract.

Beloit, Kan.—The Farmers Union Co-op. Ass'n is building a 60,000-bu. elevator, the building to be 30x38 ft., 40 ft. high, while the bins, 24x40 ft. in size, will be to the south of it. The structure will be completed in June. C. C. Saye is manager.



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Zenith, Kan.—The addition to the Zenith Grain L. S. & Merc. Co. elevator is practically completed; new machinery is being installed. Total storage capacity of the elevator will be 100,000 bus. A leaky fuel line to an internal combustion engine was responsible for a small fire in the plant recently.

Osage City, Kan.—Ray Sturdy of the R. W. Sturdy Grain Co. leased his elevator to the Christopher Grain Co., Kansas City. Mr. Sturdy has been suffering from a hip injury for the past few weeks, and is taking time away from heavy work to speed up his recovery. Earl Miller, who has been employed at the elevator for several years, will remain as manager.

Lawrence, Kan.—A group of business men and farmers is planning to construct a \$40,000 dehydrating plant south of the city limits, on the Santa Fe southern branch, thereby opening a new alfalfa market for many farmers south of the Kaw River. Two dehydrating plants on the Union Pacific tracks make most of their purchases of green alfalfa and cereal grasses from farmers operating north of the river. The proposed plant would have a daily capacity of 30 tons of meal.

Wichita, Kan.—The Public Terminal Elvtr. Co. will construct 16 additional grain storage tanks with a capacity of 600,000 bus., to be ready for the 1941 harvest. Sam Wallingford, president of the company, stated this will be one of the largest groups of tanks west of the Mississippi. When completed in June, the company will have 44 bins, 21 ft. in diameter and 100 ft. high; total capacity 2,000,000 bus. Wichita wheat storage capacity will be increased to more than 16,000,000 bus.

Liberal, Kan.—The Security Elvtr. Co. is building a 65x40-ft. brick building on South Kansas Ave., designed to house the offices for the grain business and a bulk and retail oil and gas station. A 30-ton scale will be placed on the south side of the building. Three gas pumps will be installed for retail service. Cement driveways will be laid, leading to the elevator and warehouse. The elevator has been handling oil on a wholesale business for some time. When the new building is completed it will conduct a bulk and retail oil and gas business.

Wichita, Kan.—The Farmers Co-operative Commission Co. elevator is rapidly nearing completion. There are 24 tanks 110 ft. high; the four tanks at the south end will support the head house that will rise 196 ft. above the ground. Arthur E. Randle, manager of the company, stated he expected the structure to be ready for use by about May 15. The Co-operative has its head house supporting tanks separate from the remainder of the tanks so that sinking, if any, will not disturb the whole. The new elevator recently completed by the Consolidated Mills also has this feature.

#### TOPEKA LETTER

The Kansas Elvtr. Co. is adding six concrete tanks to its plant, increasing its storage capacity 300,000 bus., giving the elevator a total capacity of more than 1,000,000 bus. Art Johnson is manager of the plant.

The Farmers Union Jobbing Ass'n is awaiting permission to close part of an unused street before beginning construction of six concrete tanks adding 250,000 bus. of storage capacity. The Farmers Union elevator already has a 1,000,000-bu. capacity. George R. Bicknell is manager.

A. E. Langworthy, who served as a Kansas feed and seed inspector for 28 years, died Mar. 31. He began feed inspection work at Kansas State College in 1913 and when the administration of the feedstuffs law was transferred to the Kansas State Board of Agriculture, he continued in that capacity.

#### KENTUCKY

Bowling Green, Ky.—Federal Judge MacSwainford in Louisville Apr. 12 took under submission the government's petition for a review of an order concerning distribution of wheat in control of the trustee of the bankrupt Bowling Green Milling Co. The order by Bankruptcy Referee Leland Logan, Bowling Green, held that farmer-producers should share proratedly with the C.C.C. in the distribution of the wheat. Approximately 1,200 Southern Kentucky farmers had placed 112,000 bus. in the company's elevators and a number received loans approximating \$19,000 guaranteed by the C.C.C. on 26,000 bus. The government contends it should receive all the wheat of those obtaining loans.

Mayfield, Ky.—A small detached shuck house owned by the Mayfield Milling Co. was totally destroyed by fire on Mar. 27.

Marion, Ky.—The Marion Milling Co. sustained a small fire loss on Mar. 29 that started on a platform attached to the engine room.

Hopkinsville, Ky.—An injunction permanently restraining the Acme Mills, Inc., from violations of the Fair Labor Standards Act has been entered in the U. S. district court at Paducah, Ky., Ass't Regional Director Cecil Wilson of the U. S. Wage-Hour Division stated.

Kevil, Ky.—The People's Milling Co., Inc., organized by farmers and business men of Ballard and McCracken Counties, recently purchased the Flour Mill and will process flour and feeds and clean and store grains of all kinds. J. D. Coffee is president of the firm; C. H. High, vice-pres.; C. S. Thomas, sec'y-treas.

#### MICHIGAN

Uby, Mich.—Commissioner of Agriculture Elmer A. Beamer has revoked the storage license of Joseph Block for the Block Elevator, on charges he failed to maintain proper records of his storage operations and to remit to the department of agriculture the total amount of fees due under the warehouse act.

Croswell, Mich.—Lou Bauslaugh has succeeded George Wilfong as manager of the Michigan Bean Co. elevator. Mr. Bauslaugh, who operated the same plant here 14 years ago, was also manager of the pea department of the Trinidad Bean & Elvtr. Co., Denver, Colo. He returned here three years ago to operate his own bean elevator.

Linden, Mich.—J. Wallace of Fenton has purchased the Stewart Elvtr. Co. elevator and has taken possession. He is interested in both the Fenton and Linden Lumber Co.'s also. The Stewart elevator is undergoing repairs and as soon as completed will be opened for business at the Linden Elevator. Mahlon Winget has been placed in charge. Thomas Stewart, former owner, has been in the elevator business for more than 20 years.

Lansing, Mich.—The Farmers Elvtr. Co., formerly the Christian Breisch Elevator, owned by J. E. Maloney, Lansing, and F. A. Balderston, DeWitt, was heavily damaged by fire and water the night of Apr. 5. The fire started in the bean sorting room on the second floor near the east side of the building. The building contained a stock of beans, wheat, oats and corn which was badly damaged by water. The loss is believed to be fully covered by insurance.

Bay City, Mich.—An involuntary petition in bankruptcy was filed in federal court here Apr. 3, against the Consolidated Grain Corp. The company was alleged to have committed an act of bankruptcy Feb. 14, 1941, when the corporation is accused of having voluntarily accepted the appointment of a receiver by the Bay county circuit court, while the corporation was allegedly insolvent. Petitioners are the Wenonah Flouring Mills, claiming debts totaling \$533.05; H. Hirschfeld & Sons Lumber Co., debts of \$41.50; and Roy O'Neil, debts, \$19.51.

#### MINNESOTA

Montgomery, Minn.—Dr. O. G. Vollmar will erect a building on his lot here to house a feed and seed store.

Duluth, Minn.—The roof of elevator G. of the Consolidated elevator company ripped off in the severe wind storm last month has been repaired.—F. G. C.

Holland, Minn.—The Peavey Elevators elevator, formerly known as National Atlas elevator, was destroyed by fire Apr. 9. It contained about 18,000 bus. of grain, a large quantity of feed, twine and cement. A 1940 truck also burned.

Lakefield, Minn.—Extensive repairs have just been completed at the Farmers Elevator.

Truman, Minn.—J. S. Jones is the new buyer and manager of the Hubbard & Palmer Elevator here, succeeding Ervin Brummond.

Dawson, Minn.—Work has been started on construction of a cement shed for the Co-op. Elevator here, located along the railroad tracks.

Bertha, Minn.—A new half-ton feed mixer is being installed by the Bertha Farmers Co-operative Ass'n. B. W. Schimmelpennig is manager.

Sleepy Eye, Minn.—Upon completion of minor repairs the old Sleepy Eye mill will serve as a receiving center for straw which will be shipped to Graystone, R. I.

Thief River Falls, Minn.—The Farmers Co-op. Seed & Grain Ass'n has installed a cerasan seed treating machine at the elevator on the G.N. railway. Lars Nylden is manager.

Watertown, Minn.—The Western Condensing Co.'s whey condensing plant burned Apr. 5. The company, with headquarters at San Francisco, Cal., operates a total of 23 plants.

St. Bonifacius, Minn.—The St. Boni feed mill here is constructing an addition to its building and will install a new feed mixer and also a stationary and portable feed grinding mill.

Rush City, Minn.—The Amber Milling Co. at a recent hearing was placed in receivership. The mill has been closed since the first of the year, and it is not expected to reopen again for a couple of months.

Canby, Minn.—Buildings of the Farmers Co-operative Elvtr. Co. will be sheathed in galvanized iron and a new 30-ton scale installed in an improvement program started April 7, according to Harry Saumer, manager.

Litchfield, Minn.—The Farmers Exchange elevator here was totally destroyed by fire Apr. 14. The loss is estimated at \$25,000. The elevator was filled with grain. George Skiem is manager of the exchange.—F. E.

Aitkin, Minn.—Aitkin citizens are busy endeavoring to make arrangements for the financing of a flax mill. A com'te has met with Farm Security Administration officials and definite information on procedure for organization and other plans is expected soon.

Duluth, Minn.—Oscar E. Martin, 51, prominent in grain circles for many years, died Apr. 9. He was head of O. E. Martin Co., commission grain brokers, and was president of the Duluth Board of Trade clearing house and a member of the Chicago Board of Trade.

Duluth, Minn.—The steamer Pam Schneider was the first boat to report at elevators and loaded a cargo of 166,500 bus. of flaxseed to go to Cleveland, O. This was followed by the shipment of 189,000 bus. of spring wheat aboard the freighter Jupiter also to unload at Cleveland and in turn followed by the Sonora with a mixed cargo of 166,000 bus. spring and durum wheat for delivery at Buffalo. The water freight rate on wheat to Lake Erie ports has advanced to 5c per bushel with vessel owners asking that figure but finding little demand for boat tonnage and boats none too plentiful. Bulk of the freighters are in the iron ore carrying trade which is expected to reach a record movement this season. Following the first rush of boats to arrive here for cargoes, shipping activity slowed down while awaiting the return of the fleet from unloading initial cargoes at lower lake ports. Movement of boats has been slowed down by ice obstruction at Whitefish Bay and St. Mary's river but reports indicate a clearing up of this channel. An ice field of five to six miles fronts the entries to Duluth-Superior harbor but is honeycombed and broken up so that steamers have no difficulty in passing through it.—F. G. C.

#### MINNEAPOLIS LETTER

Work has been started on construction of a \$75,000 addition to the Atkinson Milling Co. plant.

David S. Baird, 88, died April 15 at his home in Minneapolis. He was sec'y-treasurer of the Hunting Elvtr. Co. until his retirement in 1932.

Minneapolis, Minn.—Charles K. Ingersoll, 75, cashier for the Van Dusen-Harrington Co. until his retirement two years ago, died Apr. 5. He had been with the grain company 48 years.

The Archer-Daniels-Midland Co. feed mill was damaged in a dust explosion Apr. 4, in which two men were injured. A wall and the roof of the plant were blown out. The men injured were Berner M. Tveita and Joseph Berry, sack-handlers.

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Minneapolis, Minn.—Wm. E. Johnson, 55, traffic manager of the Russell-Miller Milling Co. for 23 years, died April 3.

Clinton B. Fisk, 57, St. Paul, sec'y of Fraser Smith Co., Minneapolis grain firm, died April 16 at Miller Hospital, St. Paul, after a four months' illness. He had been with the grain firm here and at Duluth 24 years and previously was in the grain business at Heron Lake, Minn.

#### ST. PAUL LETTER

The Minnesota senate has passed a bill requiring truck drivers who buy grain from elevators for resale to pay a \$5 license fee and post bond.

A bill under consideration in the state legislature would transfer to the jurisdiction of the commissioner of agriculture an important group of functions now exercised by the Railroad & Warehouse Commission. As introduced, it reads: All the powers and duties now vested in or imposed upon the railroad and warehouse commission relative to weighing, testing, inspection and grading of grains; livestock weighing, and grading; regulation of public stock yards; regulation of terminal warehouses; supervision of country elevators and grain commission merchants; and the licensing of live stock buyers are hereby transferred to, vested in and imposed upon the commissioner of agriculture.

#### MISSOURI

Hartville, Mo.—Clarence Dedmon has installed a 50-h.p. motor in his mill.

Kansas City, Mo.—E. P. Mitchell was elected to membership in the Kansas City Board of Trade.

Jamesport, Mo.—The new elevator of W. L. Reed & Son has been completed and is in operation.

Joplin, Mo.—The Missouri Millers Ass'n will hold its annual convention here May 21, at the Hotel Connor.

Palmyra, Mo.—Floyd E. Robison, manager of the Farmers Elevator & Exchange Co., was elected mayor at the recent election.—P. J. P.

Palmyra, Mo.—The Farmers Elevator & Exchange Co. declared a 5 per cent dividend at its recent annual stockholders' meeting.—P. J. P.

Joplin, Mo.—The Missouri Grain, Feed & Millers Ass'n will hold its 27th annual convention here May 22, at the Hotel Connor.—A. H. Meinershagen, sec'y.

Richmond, Mo.—The Ray-Carroll County Grain Growers have moved their office equipment to the building adjoining their elevator on Thorton Street, which they purchased recently.—P. J. P.

St. Louis, Mo.—Marc J. Gautier, 85, "pit man" and door man of the Merchants Exchange prior to his retirement in 1939, died Apr. 5. Mr. Gautier served the exchange for 50 years, 20 of which he was "pit man."

Shelbyville, Mo.—Colonel Johns, manager of the Missouri Farmers Ass'n Exchange, has resigned, to enter the employ of the St. Louis Farmers Produce Co. in the grain department. He will take over his new job about May 1.—P. J. P.

Bloomfield, Mo.—The grist mill owned by Tom Harvriel on route one burned early the morning of Mar. 27. The mill was used extensively by the entire neighborhood for grinding corn and other feeds. There was no insurance.

St. Louis, Mo.—Clarence Henry, director of education of the Chicago Board of Trade, delivered a talk on the operations and functions of the Board of Trade in the board room of Edward D. Jones & Co., recently. An open forum followed.—P. J. P.

Kansas City, Mo.—Joseph S. Geisel, Sr., one of the oldest grain men in the Board of Trade, is in St. Mary's Hospital, with a stomach ailment. He was operated upon Apr. 14. Mr. Geisel for years was an officer of and grain buyer for the August J. Bulte Milling Co.

St. Louis, Mo.—C. W. Issacs, Sr., 95, a member of the Merchants Exchange for 50 years, died Apr. 11. He retired from active grain business in 1904. Mr. Isaacs helped organize the Advance Elevator Co., in association with R. S. McCormick of Chicago, and after sale of the business to the United Elevator Co., became a partner of Joseph Sherry.

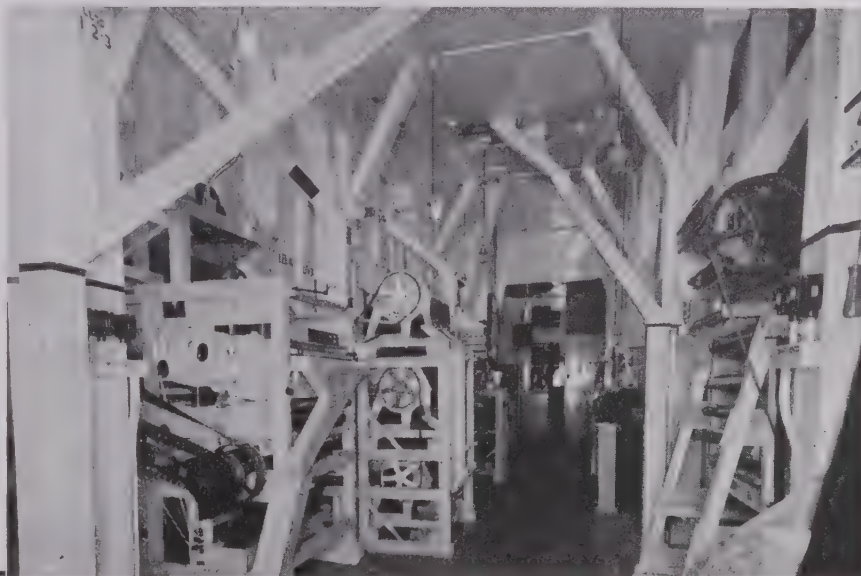
St. Joseph, Mo.—Hearne Christopher of Kansas City was recently elected to membership in the St. Joseph Grain Exchange, on transfer from C. N. Ogden. His membership has been registered on the Exchange to represent B. C. Christopher & Co. Membership of Thomas C. Gorman has been registered on the exchange to give corporate representation to the St. Joseph Stock Yards Co.

Carrollton, Mo.—"Where and How to Raise Soybeans" was the subject of an interesting and instructive talk by J. Ross Fleetwood, extension agronomist, Missouri College of Agriculture, before a large gathering of farmers at the court house Mar. 3. Dwight L. Dannen, Dannen Grain & Milling Co., St. Joseph, gave a short talk on "Soybean Prices, and their Uses."

Neosho, Mo.—W. T. Price bot part of the interest of W. E. Fausett in the Neosho Milling Co. Mr. Fausett retired as active manager of the mill and is moving to a farm he recently purchased. A. W. Fullerton was elected sec'y and treas. of the company and will serve as general manager. Mr. Price will not be active in the mill, but has been elected a director.

Wolf Island, Mo.—Ernest Story & Son are erecting an alfalfa dehydrating plant on their 2250-acre plantation. The building has been completed and the machinery is being placed. The plant and equipment, estimated to cost about \$65,000, will be the fourth project of its kind in Mississippi County. It is expected to be in operation by May 1.—P. J. P.

Jefferson City, Mo.—House Bill No. 129, which is designed to regulate the activities of itinerant merchants, or gypsy peddlers, has been introduced in the State House of Representatives. Main provisions of the bill are: The itinerant merchant must: (1) Buy a \$25 annual license, cut in half after July 1. (2) Take out liability insurance on his truck. (3) Furnish a \$500 bond to guarantee payment of license fees and taxes, including the sales tax; prompt payment of checks; correct weights and measures; and honest representation of grades and qualities. Specific exemptions are made for the farmer selling goods produced by himself; also for persons hauling livestock and for established businesses and their agents. Persons transporting property for their own consumption or use, which includes farmers transporting goods of any sort



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for use in their households or on their farms, also are specifically exempted. Every effort has been made to produce in H. B. 129 a thoroughly reasonable measure, at the same time giving responsible local producers protection against unfair competition of fly-by-night, tax-escaping, cost-evading itinerants. A. H. Meinershagen, as sec'y of the Missouri Grain, Feed & Millers Ass'n and chairman of the State Advisory Com'te of Associated Producers & Distributors of Missouri, urges all grain men not only to bring this matter to the attention of their state representative without delay, but to persuade other established merchants of their community to do likewise.

## MONTANA

Missoula, Mont.—The Missoula mill purchased recently by the Continental Baking Co., from the Montana Flour Mills Co., to be used for whole wheat flour processing by the new flotation process, will have a capacity of 2,000 bbls. daily. Wheat storage at the plant is 300,000 bus. The mill probably will not be in operation before the spring wheat harvest.

## NEBRASKA

Harbine, Neb.—The Farmers Elevtr. Co. recently bot the Otto Schnuelle elevator and will use it for storage.

Elmwood, Neb.—The Farmers Union Elevator is considering a proposal for installation of a feed grinder and mixer.

Omaha, Neb.—Donald B. MacPhee, 51, former sec'y-treas. of the Farmers West Central Grain Co., died Apr. 3 at his home.

Jacinto (Dix p. o.), Neb.—The addition under construction at the John Clausen, Jr., elevator will have a 29,000-bu. capacity.

Oakdale, Neb.—The Oakdale Elevtr. Co. has installed a new feed mixer, doubling the capacity of the old one, and a new corn cutter.

Ashland, Neb.—Henry Towle, recently of Douglas, is new manager of the Farmers Union elevator, succeeding L. G. Hayes, who will move to Omaha.

Monroe, Neb.—The elevator that was owned by Mrs. Anna Hoare is now owned by Mrs. Marion Pearl O'Kelly.

Lorenzo, Neb.—The Lorenzo Grain Co., Charles N. Deaver, owner, is adding new concrete grain storage tanks, the Tillotson Const. Co. having the contract.

Beatrice, Neb.—The Aller Grain Co. is building 100,000-bu. additional storage at its local elevator, increasing the plant's storage capacity to 700,000 bu.

Colton (Sidney p. o.), Neb.—Charles N. Deaver is adding concrete storage tanks to his elevators here and at Dalton. The Tillotson Const. Co. has the contract.

Bradshaw, Neb.—The Farmers Co-operative Grain Ass'n entertained a large gathering of its friends and customers at a free entertainment at the Town Hall recently.

Horace, Neb.—The T. B. Hord elevator, office and sheds were sold recently to an Ord man. The elevator has not been in operation for a number of years. It will be razed.

Omaha, Neb.—J. N. Campbell, sec'y for the Nebraska Grain Dealers & Managers Ass'n, has been again confined to the Methodist Hospital for treatment of influenza, from which he was believed to have recovered several weeks ago.

David City, Neb.—The Farmers Co-operative Grain Co. is building two 20,000-bu. steel grain storage bins at its elevator. They are being constructed on a solid concrete floor and are absolutely rat, mouse and waterproof.

Phillips, Neb.—The York Milling Co. has purchased the local elevator from W. W. Gallup of Alda and will take possession between June 1-15. H. Q. Banta and son, of Oberlin, Kan., and Theo. Counter of York are owners of the York company.

Omaha, Neb.—Application to have "proposed plant expansions" listed as necessary for defense have been filed with the war department by the Updike Grain Corp. The application for a \$900,000 certification is tentative, it was announced. If it goes thru, it may involve construction of an elevator.

Omaha, Neb.—Edward S. Westbrook died Apr. 20 at Santa Monica, Cal. Born at Ogdensburg, N. Y., he attended Cornell University, and engaged in the grain business at Omaha, becoming a director of the Omaha Grain Exchange and chairman of the board of the Trans-Mississippi Grain Co., removing to Chicago in 1922 when merged with the Bartlett Frazier Co., of which he was vice pres.

Lincoln, Neb.—The senate agriculture com'te on Apr. 9 introduced legislation to prevent forced sale of stored grain held under government loan. The action was taken after representatives of the state railway commission explained a law now effective requires sale of corn in warehouses by Mar. 31 and of wheat by June 30, unless the owner obtains a new receipt. The R. F. C. holds 6,523 receipts as security on 7,000,000 bus. of corn stored, under loans from the C. C. C. and it was pointed out it would be impossible to renew all the receipts.

## NEW ENGLAND

New Milford, Conn.—The Washington Supply Co. has purchased the Shepaug Grain Co. Charles T. Mason, who formerly managed the grain company, has become associated with the new owner.

## NEW YORK

Buffalo, N. Y.—Charles B. Weydman was elected president of the Buffalo Corn Exchange; Elmer J. Koehnlein was named vice-pres.; Everett H. Flinchbaugh, treas.; William E. Maloney, re-elected sec'y; Richard J. Murray, ass't treas. Directors named for the three-year term were Raymond E. Endress; Cyrus C. Lewis and Mr. Flinchbaugh.—G. E. T.

Buffalo, N. Y.—The Marine Elevtr. Co. has made application for a compromise of unpaid taxes and penalties, asking cancellation of \$20,000 and permission to pay the balance, approximately \$67,000, over a period of 10 years. It claims a compromise is essential for financial reorganization of the company and attorney for the company stated bondholders would be asked to waive payment of about \$100,000 in interest and accept a reduction in the interest rate from 5% to 3%. Decision on the application was deferred Mar. 4 by a special com'te of the common council.

## NORTH DAKOTA

Verona, N. D.—The Farmers Union has purchased a building here and will open a feed and grain store.

Oakes, N. D.—Roney Seed & Feed Co. installed a Kelly Duplex Corn Cutter & Grader with motor drive.

Forman, N. D.—The Farmers Co-op. Elevtr. Co. is improving its grain house here by the installation of a new 20-ton scale.

Taft, N. D.—A new boot tank was installed here recently for the Eldorado Elevtr. & Trading Co. Other repairs were made also, the work being done by the T. E. Ibberson Co.

Ellendale, N. D.—Fred Dettloff of Rogers, manager of the Osborne-McMillan elevator there for the past four years, has taken over the management of the Farmers Union plant here.

Minot, N. D.—Tom Nielson, Williston, fieldman for the Farmers Union Grain Terminal Ass'n, has been transferred here to take over the territory formerly served by the late Walter M. Jones.

Watford City, N. D.—The Winter-Truesdell-Dierks Co. awarded contract for a 30,000-bu. auxiliary storage house to the Ibberson Const. Co. Ted Evenson, manager, said the building will be completed in about 30 days.

## OHIO

Broughton, O.—The Paulding Equity Exchange recently installed a new Western Sheller.

Maumee, O.—The Anderson Elevtr. Co. has installed a feed plant with a capacity of 10 cars a day.

New Paris, O.—A small fire at the New Paris Elevtr. Co. plant on Apr. 1 did a small amount of damage.

Kipton, O.—S. J. Davidson & Son installed a Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

Mt. Vernon, O.—F. L. Sullivan, sales manager of the Northwestern Elevator & Mill Co. for thirty years, died April 5.

Toledo, O.—Richard Patterson of the Patterson Grain Co. is in the army service and is stationed at Ft. Knox, Ky.

New Washington, O.—John Siefert, 74, well known grain dealer here for many years, died, recently, after a long illness.

Medina, O.—The Medina Farmers Exchange recently installed an 80-bu. Sidney Mixer, complete with motor, starter and drive.

Gettysburg, O.—Frank Meyers, 60, former manager of the Gettysburg Equity Exchange, died, recently, at his home near here after a two weeks' illness.

Toledo, O.—Ernest Kieser, sales manager of Kasco Mills, Inc., is confined to the Toledo Hospital where he underwent an operation. He is improving very satisfactorily.

Patterson, O.—Kirby and Shelby Threlkeld and the former's son, Wayne, have incorporated a company for \$15,000 and purchased the Patterson Elevator. They are remodeling and adding new equipment.

Painesville, O.—All property of Lake Erie Milling Co. was sold Apr. 16 to Frank W. Milburn, Jr., vice-president of the Coe Mfg. Co. The mill will continue in business at a site to be selected, it was said.

Willshire, O.—The Farmers Grain Co. recently installed a 50-h.p. direct connected Jacobson hammermill, with feeder and drives and a vertical mixer complete with motor and drive, purchased from the Sidney Grain Machry Co.

Marion, O.—Ivan R. James, 47, traffic manager of Old Fort Mills, Inc., for the past six years and formerly of Toledo, died recently. He had been engaged in traffic management work for 20 years and was well known thruout the state.

Chickasaw, O.—The Chickasaw Milling Co. held its grand opening Apr. 19. Thruout the afternoon speakers were heard, contests held, a poultry clinic conducted and refreshments served. The elevator was not open for business but was open for inspection all day. In the evening a square dance was held. The newly completed 10,000-bu. elevator was built at a cost of approximately \$15,000. In addition to an adequate grain storage, the company does feed grinding, mixing of its own feeds, and deals in coal, fence, grain and feeds. Ivo Grieshop is manager of the plant. The elevator replaces the one that was destroyed by fire on July 6, 1940. Jos. Uhlenhake & Son were the builders.

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Upper Sandusky, O.—The new 60,000-bu. elevator of William Gregg & Sons, under construction at the rear of their elevator on South Sandusky Ave., is nearing completion. There are six bins of 10,000 bus. each. The new building is 30x60 ft. and 60 ft. high, and is built entirely of cribbing. The new building is joined to the old by a cat-walk at the top and a small connecting building at the base. The new structure will be used for storage.

Conneaut, O.—Flames gutted the frame portion of a one-story structure owned by the Conneaut Grain & Fuel Co. the night of Apr. 4. Medical treatment for burns received when they attempted to remove a truck from the south entrance of the burning building was given Carl R. Phelps, sec'y-treas. of the company, and two other men who assisted him. Approximately 10 tons of baled straw stored in the frame section of the building were destroyed and machinery in the rest of the building was damaged.

Hartsburg, O.—Extension of the C. A. Heigel & Son line of elevators to include plants here and at Oakwood, was announced recently by Floyd Hiegel, manager of the firm's Continental plant. Other elevators in line in addition to the three mentioned are located at Miller City, Clarence Alt, mgr.; Leipsic, C. A. Hiegel, mgr.; Versailles, Chas. Bostleman, mgr.; Farnham, John Drummer, mgr. An eighth elevator at Kefferville is operated seasonally. Frank Jones is manager of the Oakwood plant and Ernest Kent is local manager.

## OKLAHOMA

Talala, Okla.—Kail Dikeman has succeeded Don Blackwell as manager of the local elevator.

Chattanooga, Okla.—The Farmers Elevator is building a barn of corrugated iron to be used for storage.

Stillwater, Okla.—The Stillwater Cotton & Grain Co. is no longer in the farm implement and supply business.

McQueen, Okla.—About 10,000 bus. storage capacity will be added to the local Adair-Morton Grain Co. elevator, bringing the total capacity to 16,000 bus.

Duke, Okla.—The Adair-Morton Grain Co. recently added 30,000 bus. additional storage capacity to its local elevator, making a total capacity of 75,000 bus.

Gould, Okla.—The Adair-Morton Grain Co., managed by Troy Warren, has added two steel storage bins of about 10,000-bu. capacity each to its local elevator.

Verden, Okla.—The Pocasset Grain & Elvtr. Co. is installing a new truck scale and remodeling its elevator, to store government loan grain. Bill McVey is manager.

Medford, Okla.—New equipment for the new storage elevator of the Clyde Co-op. Ass'n has arrived and is being installed. Work on the elevator has been completed.

Pocasset, Okla.—Effective May 1, the name of the Pocasset Grain Co. will be changed to the Moore-Stauffer Co. Frank Stauffer is general manager of this concern, with headquarters here.

El Reno, Okla.—Work on construction of the new 100,000-bu. storage elevator of the Farmers Co-operative Ass'n is progressing rapidly. The elevator will be finished in time for the coming harvest.

Sentinel, Okla.—The Adair-Morton Grain Co. is constructing a granary north of its present elevator, to have a storage capacity of about 40,000 bus., and increasing the local elevator's storage to 70,000 bus.

Nowata, Okla.—Don Blackwell, formerly manager of the grain elevator at Talala, has taken over the active management of the Blackwell feed store here and will devote his time to the hay and grain business.

Waukomis, Okla.—The Goltry Grain Co. is building a 20,000-bu. annex, bringing its total local storage capacity to 53,000 bus. The C. E. Larson Const. Co. has the contract. Mgr. Lutenbaugh stated the new bins will be ready for the new crop.

Waukomis, Okla.—The Waukomis Co-op. Supply Co. is building an annex to its elevator; increased storage capacity will be 28,000 bus., Mgr. Stephenson stated. It will be used to accommodate the new crop, government storage using much of the old space. Woody Fox has the contract.

Laverne, Okla.—The local Kimball Mill & Elvtr. Co. elevator has been reopened for business by George Dain, local manager. It is being repaired and a new hoist installed in anticipation of handling the new crop.

Woodward, Okla.—The Woodward Farmers Co-op. Elvtr. Ass'n will construct a 100,000-bu. grain storage elevator here, the contract to be let at once. The present storage capacity of the company here is 22,000 bus. The new addition is expected to be completed by June 15. Roy Scates is manager of the elevator.

Walters, Okla.—The Walters Co-op. elevator is building a 30x60 ft. storage elevator near the site of the present elevator. It will be 36 ft. high and contain 18 10-ft. bins, with a 50,000 bus. capacity. The structure will be frame, covered with sheet iron, and will be completed about May 15. Everett Marsh is manager.

Alva, Okla.—King P. Aitkin, manager of the Alva Roller Mills, was elected vice-pres. of the Flour Mills of America, Inc., at a recent meeting of the directors at Kansas City. The contract for additional storage construction at the local mill was awarded to the Ryan Const. Co. Work is already underway on the structure.

Clinton, Okla.—The stockholders of the Farmers Union Co-op. Ass'n voted unanimous approval to the plan to construct a 100,000-bu. storage elevator, and work will start at once. The new concrete structure will be 130 ft. high, with 48 x 50 ft. dimensions at the base, and will cost approximately \$28,000 to build. A. M. Spears is manager.

El Reno, Okla.—Karl Humphrey, who was general manager of the El Reno Mill & Elvtr. Co. for many years before it was purchased by General Mills, has been named vice-president of General Mills, Inc. Mr. Humphrey, a son of the late E. D. Humphrey, founder of the El Reno mill, went to Minneapolis shortly after the local mill was purchased by General Mills.

Hobart, Okla.—Shepherd & Son Produce has been sold to the Shawnee Milling Co., effective Apr. 1. The business will be maintained in approximately its present form except the name will be the Hobart Flour & Feed Co. Raymond Estes, who has been here with the Shawnee Co. for six years, is in charge. Mr. Shepherd had maintained the business here for 32 years.

Hennessey, Okla.—Work has started on the Star Mill & Elvtr. Co.'s 100,000-bu. grain elevator here. The A. F. Roberts Const. Co. has the contract. The structure will be 35x41 ft., 120 ft. high, surmounted by the head house. There will be four tanks. To insure better handling of the grain the elevator will be provided with a 4,000-bu. leg. Eleven bins, 15 ft. above the driveway, will be placed between the four tanks. The new elevator will boost the local storage capacity to 625,000 bus.

Oklahoma City, Okla.—The house recently passed a bill providing for assessment date on non-processed farm products in storage to be changed from May 31 to Jan. 1. E. R. Humphrey, sec'y of the Oklahoma Grain & Feed Dealers Ass'n, with a com'te from the ass'n, appeared before the revenue and tax com'te of the senate, giving their reasons for leaving the assessment date as in the law now effective (May 31). A resolution was passed by the senate advocating leaving the assessment on the same basis as in the present law. Mr. Humphrey emphasizes the importance of all grainmen contacting their representatives in this matter, urging them to vote for the change in the house. It is of vital importance to country elevators as well as terminals, he pointed out.

## PACIFIC NORTHWEST

Chehalis, Wash.—The Chehalis Grain Co. will shortly move into its new downtown building.—F. K. H.

Canby (Edwall p. o.), Wash.—The Edwall Grain Growers, Inc., have purchased a site from McMahon Bros. one-half mile east of here and will erect a 100,000-bu. bulk grain elevator. Construction will start about May 1.

Prescott, Wash.—Work is well underway on the 100,000-bu. elevator being built here by the Touchet Valley Grain Growers, Inc.

Cunningham, Wash.—The Cunningham Elvtr. Co. will have an added 70,000-bu. storage capacity to accommodate the coming wheat crop.

Tacoma, Wash.—An order approving the receiver's final report and dissolving the corporation of the Kenworthy Grain & Milling Co. has been filed.

Twin Falls, Ida.—Globe Seed & Feed Co. installed a No. 2, Kelly Duplex Vertical Feed Mixer one-ton capacity, with motor drive, and with Kelly Duplex Molasses Spray.

Tokio (Ritzville p. o.), Wash.—The Ritzville Flouring Mills is building a 100,000-bu. elevator here, adjoining its old elevator and warehouse. New machinery is being added to the local mill also, to increase its output of flour about 80 bbls. daily.

Moscow, Ida.—Harry Bush, 49, manager and sec'y of the Mark P. Miller Co., ended his life in an office vault by dropping pellets used to rid mills of rats into a mixture of water and acid. Mr. Bush had worked with the milling company since 1919.—F. K. H.

Schreck (Hay p. o.), Wash.—The Lacrosse Grain Growers, Inc., are cribbing part of their sack warehouse, increasing their bulk storage for grain about 30,000 bus., giving them a total bulk storage capacity here of about 80,000 bus. W. J. Morrell has the contract.

Morgan, Ore.—Elmer Griffith is building a grain elevator adjacent to his sack warehouse. The elevator will contain 20 bins, with a minimum capacity of 2,500 bus.; total capacity will be about 55,000 bus. This will make it possible to keep each grower's crop separate.

Spokane, Wash.—The Pacific Northwest Grain Dealers Ass'n, Inc., has enrolled the following as new members: Clark Israel, Dayton, Wash., C. S. Schierman, Lancaster, Wash., both independent dealers; Alamota Farmers Elvtr. & Whse. Co., (R. H. McKenzie, mgr.), Alamota, Wash.—Don M. Gemberling, sec'y.

Kennewick, Wash.—The construction of a large conveyor belt is under way at the port district site on the Columbia River. When completed this conveyor belt will be used for transporting bulk wheat from the shore to freight barges in the Columbia River, thence freighted down the river to Coast markets.—F. K. H.

Yakima, Wash.—Tests made following the fire that destroyed the Valley Flour Mills, Inc., mill recently, showed that more than 2,000 bbls. of flour in storage in the warehouse were not damaged by smoke, Jack F. Altmeyer, president and manager of the company, announced. This factor will cut down considerably the first estimates of the loss, which probably will not exceed \$40,000, he said.

Marcellus (Ritzville p. o.), Wash.—The new elevator under construction for the Farmers Elvtr. Co. will have 100,000 bus. capacity. It is being erected at the east end of the present warehouse, Con Eckhardt having the contract. Estimated cost between \$21,000 and \$22,000. Another platform scale will be installed to facilitate grain handling during the harvest rush. Completion of the structure will give the company a total bulk storage capacity of about 152,000 bus., and a sack storage capacity of about 50,000 bus. Henry L. Cordes, Jr., is manager of the elevator.

Spokane, Wash.—The Spokane Grain Merchants Ass'n, in charge of entertainment, food and lodging for the grain dealers attending the annual convention of the Pacific Northwest Grain Dealers Ass'n to be held here in June, is projecting schemes for outstanding surprises. The convention com'te is planning an excellent program of speakers well qualified to discourse on the many subjects of vital interest to grainmen everywhere, that are receiving consideration today. It will be a session no grainman can afford to miss and one none will wish to. Don M. Gemberling is sec'y of the ass'n.

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## PENNSYLVANIA

Berwick, Pa.—Harry L. Garrison, 67, the senior member of the milling firm of Garrison Bros., died Apr. 7.—C. S. W.

Turbotville, Pa.—J. A. Clark, of Shamokin, has taken over the Dye Flour & Feed Mill. He has remodeled the plant to an up-to-date mill to serve one of the best agricultural sections of the state.—C. S. W.

Sunbury, Pa.—Blank & Gottschall Co., Inc., were placed in a receivership and G. W. Rockwell, representing the First National Bank, was appointed to conduct the business for 90 days and report to the court. Mr. Salsbury, formerly with Dean & Lee, Horseheads, N. Y., has been placed in charge of the operating and sales departments.—C. S. W.

Benton, Pa.—W. Bruch Mather, owner of the J. J. Mather Flour & Feed Mill, ended his life by hanging early this month. Mr. Mather had suffered a nervous breakdown and spent the winter in Florida, returning home much improved in health. His death came as a great shock. His affairs were in good financial condition.—C. S. W.

## SOUTH DAKOTA

Redfield, S. D.—The Dakota Hatchery has purchased the Cobb Feed Mill formerly conducted by the late H. C. Cobb.

Viborg, S. D.—Marvin Berge, assistant manager of the Colton Farmers Elevator for the past three years, has accepted a position as manager of the Farmers Elevator here.

Watertown, S. D.—The Watertown Milling Co. is rebuilding its mill, badly damaged by fire last October. New milling equipment is being installed and the plant idle since the fire, will resume operations about June 15. The Gray Const. Co. has the contract.

Dalberg (p. o. Veblen), S. D.—Lester Lien who for the last six years has managed the Woodworth elevator has been succeeded by Fred Malwedel, formerly of Egeland, N. D. Mr. Lien is well known in elevator circles in South Dakota. Before coming here he operated an elevator at Vienna, S. D.—F. E.

Clear Lake, S. D.—The Clear Lake Grain Co., Harry Tall, owner, is remodeling its elevator. A new office and feed bins will be constructed; the driveway will be widened and the entrance enlarged; a 20-ton Soweigh Platform Scale with new style grain beam will be installed; other new equipment will include an air blower, cups, head drive and magnetic separator. The improvements will be completed by June 1.

Beresford, S. D.—The Fruen Elevator is ready for the new crop season with ample space for storage and equipped for speedy handling of the grain. Bob Fruen of Hatfield, Minn., is owner of the elevator and Merle Rasmussen, manager. One annex, built in 1938, has an 18,000-bu. capacity; the 30,000-bu. annex was built in August, 1940. It is serviced by conveyors on top and bottom, running to the main elevator which holds 18,000 bus.

## SOUTHEAST

Birmingham, Ala.—Dan H. Nunnelley, 55, president of the Tennessee Flour & Feed Co., with which firm he had been for 30 years, died Apr. 11.

Atlanta, Ga.—The engagement of Miss Willela Burns and Tom Hill of Ashcraft-Wilkinson Co., sec'y of the Georgia Feed Mfrs. Ass'n, has been announced. The marriage will take place on Apr. 26.

Rome, Ga.—The Rome Milling Co. was purchased recently by W. B. Broach, Fred R. Johnson, J. Baily Gordon and W. H. Austin, bot in by bondholders of the company for \$49,350 when the concern went on auction. The new owners plan to organize and begin operations of the plant at once. The mill has been closed for more than a month.

## TEXAS

Dimmitt, Tex.—The Dimmitt Wheat Growers Co-operative is building 100,000 bu. additional storage.

Lubbock, Tex.—S. E. Cone, of the S. E. Cone Grain & Seed Co., has been confined to his home on account of illness.

Pilot Point, Tex.—The Kimbell Milling Co. is adding three new storage tanks at their local elevator. Lee Massey is in charge of the elevator.

Dimmitt, Tex.—We are installing a mixed feed plant, complete with batch-mixer, sweet feed mixer, large hammer mill, etc. It is housed in a new iron-clad building, 50x90 ft., with bins, leg, and bulk molasses storage.—Castro County Grain Co., Inc.

Fort Worth, Tex.—At the annual meeting of the Fort Worth Grain & Cotton Exchange, all officers and directors were re-elected for another year, as follows: pres., W. O. Brackett; vice-pres., K. K. Smith; directors, A. A. Hart, W. P. Bomar, M. C. Rall and J. C. Simons, of Fort Worth, and J. C. Crouch, of Dallas. W. P. Bomar was continued as treasurer, and E. B. Wooten was re-elected secretary for his thirty-fourth consecutive year.

## WISCONSIN

Baldwin, Wis.—Fire damaged the Farmers Co-operative Produce elevator here.

Amery, Wis.—The Amery Equity Co-op. Exchange has installed a new feed mixer.

Arcadia, Wis.—New grinding equipment has been installed at the Albert Sobotta feed mill.

Elmwood, Wis.—Harold Rodwald is preparing his building for a feed mill and will soon be open for business.

Unity, Wis.—Julius F. Koch, 72, operator of a feed store here for five years, died April 17 at his home.—H. C. B.

Hilbert, Wis.—The Hilbert elevator has installed another grinder and other improvements are being made.—H. C. B.

Poynette, Wis.—Archie Carmichael, 90, operator of a grist mill here for 50 years, died April 7 at his home following an illness of several weeks.—H. C. B.

Superior, Wis.—Construction work on the proposed elevator to be built for the Farmers Union Grain Terminal Ass'n is expected to start as soon as some preliminary matters have been ironed out, according to M. A. Sauter, local representative.—F. G. C.

Fond du Lac, Wis.—Fire, smoke and water damage estimated at \$5,000 was suffered by the Boulay Bros. Feed & Grain Co., when fire started in a grinding machine Apr. 17. Feed and grinding machinery in the basement were damaged by water.—H. C. B.

## MILWAUKEE LETTER

The Pabst Brewing Co. has started construction of a barley cleaning elevator. Selzer-Ornst Co. has the contract for the building and machinery contracts have been let by Pabst.

Curt Kanow, former vice-pres. and a director of the Froedtert Grain & Malting Co., has joined the Milwaukee Western Malt Co. as vice-pres. Mr. Kanow, a member of the Milwaukee Grain & Stock Exchange and an associate member of the Master Brewers Ass'n, joined the Froedtert Co. in 1920 as a bookkeeper. From that position he progressed to grain purchasing agent, then manager of the grain department, sec'y of the company, manager of sales and production and, in 1936, to the vice-presidency and a directorship.

E. H. Hiemke was elected president of the Milwaukee Grain & Stock Exchange Apr. 7. Other officers elected were W. C. Holstein, 1st vice-pres.; C. A. Houlton, 2nd vice-pres.; H. A. Plumb, sec'y-treas. H. F. Franke, William R. Madden and E. F. Paetow were elected directors for three years; G. W. Winston was elected to fill an unexpired term as director for one year; John H. Haertel and Roy G. Lestikow were named to the board of arbitration and Edward La Budde, O. R. Sickert and H. M. Stratton chosen for the board of appeals.

Total receipts of grain, flaxseed and soybeans for the fiscal year were 41,077,587 bus., an increase of about 4,500,000 over 1939. E. H. Hiemke, president of the Milwaukee Grain & Stock Exchange, told the membership in his annual report. He attributed the increase to the large volume of government corn stored in local elevators, all of which was inspected and weighed here. He said, also, he hoped the government would move most or all of the 3,500,000 bus. of corn now in storage out of this terminal so that there will be available elevator space when the new crop is ready to move.

## SCALE TICKETS FOR GRAIN BUYERS

**Scale and Credit Tickets**—Form 51 Duplicating contains 100 leaves of white bond paper, each leaf bearing five tickets, machine perforated for easy removal, and 100 leaves of yellow post office paper, each leaf bearing five duplicates which remain in the book. Also 4 sheets of No. 1 carbon. Size of book 5½x13½ inches, check bound, well printed. Each leaf is one ticket wide and five tickets deep. Order 51 Duplicating 500 tickets. Price, \$1.00, plus postage. Weight, 1½ lbs.

**Crop Delivery Record** (Duplicating) — This multiple load scale ticket form has two tickets to a page so that grain from two farmers may be recorded without turning a leaf. Each ticket is ruled to record receipt of 23 loads including the date, hauler's name of each load, gross, tare and net, and has spaces at the bottom for recording the total bushels, the price, the check number, and the total amount paid in settlement. Especially convenient when a farmer sells his entire crop at one time, delivering all of it within a few days. Originals (120) of attractive goldenrod bond paper, 120 duplicates of manila, and 3 sheets of No. 1 carbon paper to the book, with heavy gray pressboard covers, cut flush. Spiral wire bound so that open book lays flat, or may be folded back upon itself in open position to facilitate entries. Size, 8½x10½ inches. Shipping weight, 2 lbs. Price, \$1.10 each, plus postage. Order Crop Delivery Record, Form 69 Spiral.

**Improved Grain Tickets**—Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by 6½ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is 7½x12 inches, supplied with 5 sheets of No. 1 carbon. Duplicating. Weight, 2½ lbs. Order 19GT Dup. Price \$1.20, plus postage.

Triplicating is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon, 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

**Scale Ticket Copying Book** — Contains 150 leaves bearing 600 originals and 600 duplicates, four originals and four duplicates printed on each leaf and perforated so outer half of each leaf may be folded back on the duplicate, thus giving an exact copy of all entries on the original. Leaves of white bond are machine perforated between tickets so they may be easily removed without tearing. Duplicate remains attached to original until all entries are completed. Check bound, size 9½x11 inches, and supplied with 6 sheets of No. 1 carbon. Order Form 73. Weight, 2½ lbs. Price, \$1.30 plus postage.

**Duplicating Scale Ticket Book** — A labor-saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected. This book contains 100 leaves of white bond paper, machine perforated, bearing 800 tickets, inter-leaved with 100 blank manila sheets. Well printed and bound in heavy board covers. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.40, plus postage. Weight 3 lbs.

**Duplicating Wagon Load Receiving Book** — This book is designed to facilitate the work of country buyers during the busy season when each farmer is delivering a number of loads daily. Each leaf bears two tickets and is perforated down the middle so that when the sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry on the other side of the sheet. Each leaf has room for name of farmer and the haulers of 34 loads in duplicate. Outer half may be torn out and given to the farmer or sent to headquarters of line company. The book is 12 x 12 inches, check bound with heavy boards, contains 225 leaves ruled both sides, and nine sheets of No. 1 carbon. Order Form 66. Weight, 4 lbs. Price \$2.60, plus postage.

Cash with order for twelve copies of any of the above books earns 10% discount.

## GRAIN &amp; FEED JOURNALS CONSOLIDATED

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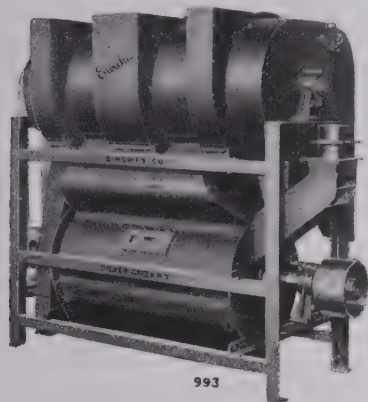


## New Air-Wash Process for Cracked Corn

A new and simplified method of improving the appearance and increasing the sales value of cracked corn has been devised by the S. Howes Co.

Among the advantages of this new "air-wash in-suspension" principle are a surprisingly large saving in power, a reduction in by-product, in operating cost and attendance labor, while turning out a product that commands the highest market price.

A unique feature of this new Eureka machine is the manner in which corn is trajected thru



A New Cracked Corn Cleaner

voluminous vertical air-draft, thus being thoroly air-washed as it is polished and brightened by the patented combination of friction and tapping action.

An outstanding feature is the large saving in floor space. A description of the new Eureka may be obtained by writing the manufacturer for Bulletin J-169.

## Kill Rats and Avoid Discounts on Corn

Reports to the effect that federal inspectors are lowering corn grades due to the presence of rat excreta suggests that it is up to the elevator operators to insist that the farmers rid their cribs of rats to prevent contamination of their grain.

With an abundance of food at hand efforts to rid corn cribs by means of poison bait, or traps, are doomed to failure. At best only a small portion of the rat population finding safe harbor in stored corn can be expected to be killed off by such methods. The answer seems to be to use something that will kill rats wholesale.

While rats may control their sense of feel and smell, and thus render traps and poison baits ineffective, one function they cannot control—BREATHING.

When rats breathe the gas liberated by calcium cyanide, sold under the trade name of Cyanogas, they are killed instantly. They need not eat it—or even touch it. Cyanogas is automatic and complete in its effects, it does not single out one rat, but all are killed instantly when Cyanogas is dusted into a rat burrow or hideout.

An Iowa county agent described a typical corn crib rat infestation that was successfully cleaned up by the use of Cyanogas as follows: "We dusted under the floor of a temporary crib of corn which had been emptied. The floor was approximately fifteen feet square. About forty rats ran out from under the floor while we were dusting it. These were killed with clubs and a dog. After we gave it a third dusting the floor was taken up and we collected in all four hundred and twenty-two dead rats from under this fifteen foot square area. I do not know whether this is a world's record or not, but certainly it is a record for Tama County."

Rats in corn cribs may be killed by directing Cyanogas A-Dust into the body of the corn with a strong duster. This work should be done on still days or days of medium wind.

Start at the bottom of the crib and work upward. Insert the nozzle of the duster into the body of the corn at about two-foot intervals and pump the dust directly into the corn. Stand on the windward side of the crib when making this application so that the gas will be carried through the corn.

On absolutely still days it is advantageous to dust Cyanogas A-Dust into the corn thru an iron water pipe having one end perforated with holes about 2 inches apart. Drive the pipe into the corn at intervals of about 2 feet; insert the metal nozzle of the duster in the free end of the pipe, making sure a fairly airtight joint is made.

## Lake Park Farmers Elevator Adds a Feed Mill

The Farmers Elevator Co., of Lake Park, Ia., has opened a new feed mill, which was built adjoining the elevator the company erected two years ago. T. E. Ibberson Co. built the new feed plant as well as the elevator.

This modern feed mill has 15 processing bins, a feed mixer, an attrition mill, a cob crusher, two legs, a corn cracker and grader, and an oat huller.

The Strong-Scott pneumatic attrition mill has two 30 h.p. motors, and is fitted with a Strong-Scott combination scalper and feeder. The Strong-Scott one-ton, ceiling type feed mixer is driven by a 7½ h.p. motor and facilities are provided to load the mixer from bins, and run the contents of the mixer back into bins.

The cob crusher is located in the basement. It delivers crushed ear corn to a leg, which delivers the product to a reel in the cupola of the mill building.

The oat huller is located on the mill work floor. Groats from this machine are delivered to a processing bin; hulls to a special oat hull bin over the driveway of the feed mill building, where they can be located conveniently and hauled away.

A Jacobson corn grader operates in the cupola of the building. The cutter for this machine is located in the basement. The grader delivers steel cut corn to processing bins which spout to the work floor.

In the mill building are two legs. One of these is a transfer leg for handling grain dumped in the driveway; the other handles ground products.

In the driveway of the feed plant are facilities for dumping trucks and spouting loads to the transfer leg. Spouts from service bins reach this driveway for bulk loading of farm vehicles with ground products and bulk mixed feeds.

A warehouse has been built on each side of the feed plant. In this is stored feed ingredients, completed feeds, and other farm supplies in which the company deals. Paul Vetter is the company's manager.

## Repayments on Wheat Loans

The Department of Agriculture has announced that repayments to Commodity Credit Corporation on wheat placed under the 1940 loans to April 15, 1941, were in excess of 20 million bushels. The amount remaining under loan totals over 257,000,000 bus.

Recent market rises have enabled wheat producers to repay their loans and sell their wheat in the market at some profit above the loan. Repayments by states follow:

State	No. Loans	Farm Storage	Warehouse Storage	Amount
Ark.	4	.....	1,301	\$ 846.49
Calif.	26	9,095	84,748	63,641.10
Colo.	101	66,342	35,517	58,673.89
Idaho	1,091	239,281	1,642,324	1,032,006.12
Illinois	2,258	199,223	1,008,906	897,960.90
Indiana	2,555	117,908	733,342	634,969.38
Iowa	134	26,900	57,248	60,126.51
Kansas	1,711	1,135,641	572,031	1,073,014.84
Kentucky	421	.....	189,394	144,132.90
Maryland	82	.....	40,825	29,032.09
Michigan	645	75,581	100,660	117,192.48
Minn.	655	101,051	172,280	200,560.29
Missouri	3,157	93,074	1,391,854	1,044,853.65
Montana	433	302,300	480,776	437,308.59
Nebraska	406	210,656	48,478	167,486.85
New Mex.	14	8,109	15,441	15,000.10
No. Dak.	1,805	212,515	1,217,997	971,963.21
Ohio	4,911	136,186	1,620,551	1,380,723.14
Okla.	1,034	347,619	443,375	501,663.46
Oregon	385	68,217	2,285,057	1,374,363.31
Penn.	224	153	65,099	49,067.22
So. Dak.	710	103,717	153,903	155,376.99
Tenn.	199	.....	82,427	65,142.02
Texas	583	60,894	281,955	208,109.44
Utah	189	220,344	108,859	163,099.32
Virginia	340	.....	97,326	73,631.56
Wash.	1,496	380,239	3,977,613	2,434,625.66
W. Va.	5	.....	1,903	1,646.53
Wyoming	41	36,198	22,738	35,551.22
Total	26,115	4,151,243	16,933,928	\$13,391,769.16

Ottawa, Ont.—Agriculture Minister Gardiner told the House of Commons the government's wheat acreage reduction program is designed to make available for war purposes \$100,000,000 which would otherwise be spent on western agriculture if western farmers received the same treatment as other classes in the country.



At left is new feed grinding and mixing plant of Lake Park Farmers Exchange, Lake Park, Iowa



# Field Seeds

**The Idaho Crop Improvement Ass'n** is being organized, according to H. L. Spence, extension agronomist.

**Oregon** grew 250,000 pounds of sugar beet seed for the Spreckles Sugar Co. Formerly 75 per cent of the seed was obtained from Germany.—F.K.H.

**Ellsworth, Wis.**—Raymond W. Smith has opened a seed store in his building, as the R. W. Smith Seed Co., handling grass, field and garden seeds.

**Toronto, Ont.**—The seed cleaning plant of Omar Labonte was burned Apr. 6, with a loss of \$30,000. Aime Lantaigne, age 21, was killed in the explosion.

**Ottawa, Ont.**—The Canadian Seed Growers Ass'n will hold its annual convention at Macdonald College and the Oka Agricultural Institute, P. Q., on June 18 and 19.

**Wisner, Neb.**—The Nebraska Hybrid Seed Producers Ass'n has elected the following officers: pres., Henry Heyne; vice pres., Albert A. Arens, and sec'y, B. F. Clark.

**Edwardsville, Ill.**—The A. & B. Feed & Seed Store, Inc., sustained a loss of \$20,000 on building and \$5,000 on contents, recently by fire. Insurance on building, \$19,500; on contents \$9,000.

**Gearhart, Ore.**—The Pacific States Seedsmen's Ass'n will hold its annual convention here June 1 and 2. Gearhart is noted for its scenic surroundings, which convention delegates will have opportunity to enjoy.

**Washington, D. C.**—By motion of Senator D. Worth Clark of Idaho on Apr. 3, James A. Young, executive sec'y of the American Seed Trade Ass'n, was admitted to practice law before the U. S. Supreme Court.

**Millersburg, O.**—Charles K. Franks, senior member of Franks Bros., passed away suddenly Apr. 2. He was 68 years old. Surviving members of the firm, David Franks and Samuel Franks, Jr., continue the business.

**St. Louis, Mo.**—Local seedsmen met Apr. 8 to organize a convention com'ite and plan entertainment of the American Seed Trade Ass'n in the Hotel Jefferson here June 16-18. Earl M. Page was elected general chairman of the com'ite, Charles H. Appel, vice-chairman, and George A. Ober, sec'y.

**Rolla, N. D.**—A seed and feed line has been added by Theel Bros. to their business.

**Farm lots** of many seeds are plentiful because use of the combine harvester has led many farmers to harvest small plots of clover or timothy and other grass and legume seeds that it would not be otherwise profitable to recover.

**Metamora, Ill.**—A new style machine that has been under construction the past year has been placed in operation by the Dyar Hybrid Seed Corn Co. to grade seed corn by width and thickness down to a difference of 1/64 inch.

**Madras, Ore.**—A seeding of what is known as Flynn barley, a new variety released by the Sherman branch experiment station, has been planted on a 11-acre tract on the Corwin ranch. The Flynn is a smooth-awned barley that outyields all other varieties under dry land farming conditions.—F. K. H.

**Ontario, Ore.**—R. G. Larson, county agricultural agent, advises the first red clover seed ever grown and marketed in the Ontario section was in 1920, when E. M. Moore grew 30 sacks of it. The industry has grown so that in 1937 one firm alone here handled 13,295 bags, or 53 carloads. This 637,797 pounds brought growers nearly \$400,000.—F. K. H.

**San Francisco, Cal.**—The California Seed Council has re-elected all officers. These are W. S. Ball, of the Weed Control of the Department of Agriculture, president; W. R. Schoenfeld, Los Angeles, vice president, and L. M. Jeffers, sec'y. Amendments to California's proposed new seed law, S. B. 791 and A. B. 1628, were discussed at the meeting.

**Portland, Ore.**—An increase of more than 118,000 acres of crested wheat grass has been planted in eastern Washington during the past four years in an effort to solve erosion and forage problems in "dry land areas" according to a recent survey by F. E. Balmer, director of extension, State College of Washington. Impetus to the movement has been given by the agricultural conservation programs, through which farmers have received federal payments for seeding the grass.—F. K. H.

**Lincoln, Neb.**—Thru its "certification" program, the Nebraska Crop Growers' Ass'n is helping 43 hybrid seed growing farmers master the tricks of this complex trade of producing good hybrid corn seed. The fields are inspected and are ruled out of certification, if for one reason or another they fail to qualify. In 1940 there were 1,400 acres of hybrid corn under the certification program in Nebraska. Of course this acreage would not start to supply the seed necessary in a normal year.

**Urbana, Ill.**—In Illinois the five best hybrids of all twelve fields yielded an average of 27.4 bus. of sound corn an acre more than the five open-pollinated varieties. They also exceeded the open-pollinated varieties in lodging resistance, having 13.4 more erect plants per hundred. On the Kings, Greenfield, Paxton and Cambridge fields the five best hybrids exceeded the five open-pollinated varieties in yield of sound corn by 50.4, 42.6, 40.8, and 37.9 bus. an acre respectively. On every test field the five best hybrids exceeded the five open-pollinated varieties in yield of sound corn and in percentage of erect plants.—Ill. Agricultural Exp. Sta.

**Phoenix, Ariz.**—The Arizona legislature has adopted a new seed law which becomes effective July 1. Patterned after the proposed uniform seed law, the new legislation was sponsored by the Arizona Crop Improvement Ass'n, and the state's seed firms, to make Arizona regulations conform to the federal seed law.

**Warren, Ill.**—The DeKalb Hybrid Co. recently purchased three acres of land along State Highway No. 78 south of here and will erect a plant to consist of a 60x150 ft. warehouse; 40x40 ft., 58 ft. high, processing plant, and the office. There will be two drying plants. The plant will have a capacity of from 50,000 to 60,000 bus. of seed corn.

**Lafayette, Ind.**—Demonstrations of new and promising oat varieties are being seeded in 43 counties of the state on 55 co-operating farms, to give farmers an opportunity to see and compare some of the latest resulting developments in oat plant breeding with plantings of local or standard varieties. These demonstrations are carried on co-operatively by farmers, the agronomy extension division of Purdue University, county crop improvement committees, and county agricultural agents in the respective counties. One of the new and promising oat varieties not yet released generally for multiplication is the Boone, which is being included in the variety trials in northern and central Indiana this year.

## Hearings on Federal Seed Act

**Washington, D. C.**—A hearing on the proposed order with respect to importations of clover seed, a determination with respect to the adaptation of imported alfalfa and red clover seed and proposed amendments to the rules and regulations under the Federal Seed Act will be held here at 10 a. m., May 12 by the Department of Agriculture. It is proposed that the Secretary of Agriculture promulgate the following:

**Importations of Mixtures of White Clover, Suckling Clover, and Cluster Clover.**—I hereby find and do prescribe by this order that the importation of mixtures, in any combination, of seed of white clover (*Trifolium repens*), suckling clover (*Trifolium dubium*), and cluster clover (*Trifolium glomeratum*) for planting is not detrimental to the user of such seeds. This order shall become effective on and after July 1, 1941.

**Alfalfa and Red Clover Seed Grown in Any Foreign Country Other Than the Dominion of Canada Not Adapted for General Agricultural Use in the United States.**—I do hereby determine that seed of alfalfa and red clover from any foreign country other than the Dominion of Canada is not adapted for general agricultural use in the United States.

On and after the expiration of ninety days after the publication of this determination and until such determination is revoked, ten per cent of the seeds in each container of such alfalfa or red clover seed, or any seed containing ten per cent or more of such alfalfa or red clover seed, admitted into the commerce of the United States shall be stained a red color.

**Federal Seed Act.**—Sec. 201.216. Delete the entire section and reword as follows: "Forwarding samples: Samples from the various ports shall be forwarded to seed laboratories in accordance with instructions of the Agricultural Marketing Service to be furnished to customs officers from time to time."

Sec. 201.218. Reword as follows: "Delivery under bond. After samples of seed or screenings offered for importation into the United States from any foreign country have been drawn, such seed or screenings shall be admitted into the commerce of the United States only after the seed or screenings have been found to meet the requirements of the act and these regulations: Provided, however, that if each and every container of such seed or screenings bear a sufficient mark of identification, collectors of customs may release from customs custody for delivery to the owner or consignee shipments which have been sampled, pending examination and decision in the matter, upon the execution on the appropriate form of either a customs single-entry bond or a customs term-bond in such amount as is prescribed for such bond in customs regulations in force on date of entry, which bond shall contain a condition for the redelivery of the seed or screenings or any part thereof upon demand of the collector of customs at any time."

## WEEDS and Weed Seeds

Your farmer patrons, yourself, in fact, everyone interested in the betterment of agriculture, will welcome this new book. Its 76 pages, 6x9, contain information, with illustrations of Noxious Weeds, Lawn Weeds, Poisonous Plants and aids dealers to identify noxious weed seeds. Nothing like it ever before published. Price \$1.00 plus postage.

### Grain & Feed Journals

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## Otoe Oats Distributed

Approximately 340 bus. of Otoe oat seed have just been distributed to farmers by the Nebraska Experiment Station. This is the first pure seed, the crop from which can be certified, which has been put out by the station. Farmers to whom the seed was offered were selected on the basis of experience in the small grain certification service during the past five years. No one grower was allowed over 10 bus.

Since this seed is well distributed thruout the eastern third of the state, there should be a reasonably good supply of seed produced for planting in 1942.

Otoe oats (formerly known as Burt 518) has an excellent record in eastern Nebraska. It is characterized by early maturity, stem-rust resistance and high yield. However, it has proven inferior in performance to such varieties as Brunker at North Platte and Alliance and hence distribution of the seed was limited to the eastern third of the state.

## Arranging Plots for Testing Seed Corn

Ames, Ia.—An analysis of lattice and triple lattice experiments in corn varietal tests is given in Research Bulletin 281 of the Iowa State Agricultural Experiment Station.

Two incomplete block designs, the lattice and triple lattice, are discussed. Their construction, the field plans, experimental results, the statistical analysis and new features of the mathematical theory are included.

The two experiments consist of yield tests of 81 double-crosses of corn. They are used to illustrate a new method of analysis in which the inter-block information is recovered. The analysis is presented in such a way that it can be adopted as the standard method of analyzing lattice and triple lattice experiments.

The recovery of inter-block information and the reduction of block size from 81 to 9 plots per block resulted in a notable increase in precision when compared with the randomized complete block designs. The gain was 85 per cent for the lattice experiment and 73 per cent for the triple lattice experiment.

## Shortage of Flat Hybrid Corn

Lancaster, O.—Clifford Coffman, pioneer developer of hybrid seed corn in Fairfield County, states that "there is a definite shortage this year of FLAT grain seed in those most popular corn hybrids, U. S. 13 and Iowa 939. Other seasons we averaged from 60 to 70 per cent of regular planter plate flats from our seed. This year it is grading out from 40 to 50 per cent flats. Another reason for our shortage is because of so many damaged ears that were not desirable for seed and had to be discarded, altogether. We are only getting about 80% as much saleable seed in all grades from our ears as other seasons."

There is a feeling among farmers that round kernels and irregular shaped grains do not produce the same type of corn as the so-called "flat" kernels. According to plant breeders and agronomists, this belief is not based on fact. In seed corn it is the ancestry of the seed itself that counts . . . that is, the genetic makeup of the seed. All kernels on an ear of a true hybrid have exactly the same germ plasm and, therefore, will produce the same type of corn as any other grain of the same ear.

"However," advises Mr. Coffman, "round and irregular grades are really 'economy grades' inasmuch as they sell for less and produce the same type and quality of corn as 'flats.' Especially with the scarcity of seed of good adapted hybrids, many thrifty farmers will plant these grades in 1941."

Just as with "flats" the corn must be uniformly graded to plant accurately and should be of a hybrid adapted to soil and weather conditions.

## Caution Against Unproved Soybean Varieties

J. C. Hackleman, crops extension specialist of the University of Illinois College of Agriculture, cautions growers about purchasing new, unproved soybean varieties. He says:

One of these so-called new varieties is being sold in the corn belt under such names as McClave, New London and the Ohio Champion. All the information we can get about these three so-called varieties is that they are probably more nearly like the old Midwest than any other variety. The old Midwest variety was discarded in Illinois when the Manchua, a superior variety, was introduced in the early 1920's.

Like the old Midwest the McClave proved to be low yielding, according to average yields in eight different normal conditions in Ohio. The Ohio experiment station also reported that the McClave, like the old Midwest, had a thick heavy stem and resisted lodging; that it was medium late in maturity, and was extremely susceptible to shattering.

## Crop Testing in Canada

In twelve years' time, through the simple expedient of licensing wheat varieties, the quality of Western Canadian wheat has improved so greatly that today it commands a premium of 10 cents on the world's market, and is the only wheat in the world purchased in the major markets on paper without substantiating tests, according to Major H. G. L. Strange, director of the crop testing plan of Canada. He says:

"Probably no people in the world hate government supervision and meddling government inspectors more than do we Canadians; but I say in good faith that today if the Government would announce that it was no longer going to license wheat varieties the farmers of the western plains would march on Ottawa and burn the parliament buildings."

Before the wheat licensing plan went into effect, Canada was producing thirty-eight different varieties of wheat, plus uncountable mixtures. Flour millers and bakers in England, Switzerland, France, Germany and Italy began to complain so loudly that measures were taken to check the production of the inferior varieties.

"Now Western Canadians realize that they live by wheat and wheat alone, and that they must produce that wheat for the markets. If the buyers are not satisfied, then changes have to be made. The Crop Testing Plan and the licensing of wheat varieties have made it possible to please the buyers more than they have ever been pleased before by any wheat-growing nation in the world," Major Strange averred.

Before a Canadian wheat is licensed it is tested by the Government for five years on test plots thruout the entire wheat region. Every large Canadian university has a test mill, as do most of the commercial flour mills. This new wheat is tested there by number. Then, under Government supervision, it is sent to the old world for actual commercial tests. If the users of the wheat approve, it is licensed; if not, and this is usually the case, it is thrown away.

Because wheat in the fields is often mixed thru natural causes, the Crop Testing Plan annually takes samples, at the elevators, of wheat from 20,000 fields. This is grown on wheat plots, so that experts may classify it. Then the farmers are notified of the grades of the wheat, and if they are Grade A, the farmers are urged the next year to withhold some of it from the market. This wheat is then grown for seed; and the farmer is urged to sell some of the seed to his neighbors.

"Many Canadian farmers annually set aside

about ten acres for producing seed from licensed wheat. This pure seed is used to supplement the seed the farmer would produce from his regular fields, and thus the quality is kept high."

## Falsely Labeled Seed Seized

The United States Department of Agriculture reports that a shipment of 133 bags of lespe-deza seed trucked by Joe L. Beard from Simmons Produce Co., Lewisburg, Tenn., to the Bullock County Exchange, Union Springs, Ala., was recently seized by the United States marshal because of false labeling.

The labeling was false as to the percentage of pure seed and weed seeds and as to the quantity of dodder seed, a noxious weed in Alabama. The shipment of incorrectly labeled seed in interstate commerce is in violation of the Federal Seed Act.

One lot of 67 bags which was labeled 97.40% pure seed, 1.20% weed seed, and 480 dodder per pound was found to contain 94.99% pure seed, 4.03% weed seed and 747 dodder per pound.

A second lot of 29 bags labeled 97.10% pure seed, 1.70% weed seed and 1,740 dodder per pound contained 88.49% pure seed, 10.48% weed seed and 8,370 dodder per pound.

A third lot of 37 bags labeled 498 dodder per pound had 3,150 dodder per pound.

The seed was later released under bond conditioned upon the seed being correctly labeled for transportation in interstate commerce and not being sold in any state where the sale would be in violation of law.

## Pays to Inoculate Legumes

Even tho fields have previously borne crops of the same legume, it pays to inoculate alfalfa, sweet clover, red clover and other legumes before making a new seeding, claims Dr. A. G. Norman, research agronomist at Iowa's agricultural experiment station.

"Legume bacteria are not particularly vigorous and are easily crowded out by other soil organisms after the legume is plowed under and the nodules begin to break up," he explains.

"Only a small number may live over until the next rotation legume seeding, especially if soil conditions are not good."

That it pays to inoculate legume seed has been proven repeatedly by experimental tests, Norman says. A well-nodulated crop of sweet clover or red clover will in the second year take from 60 to 100 pounds of nitrogen per acre from the air. This nitrogen will not only make a more vigorous legume growth but will stimulate crops of corn and small grain that follow.

Use of the proper inoculant is important with small seed legumes like sweet clover and alfalfa. There isn't much reserve food in the seed of these legumes, and the young seedlings are dependent almost at once on the food they can get from the outside. Early nodulation, bringing the seedling nitrogen from the air, will give it a good start in life.

Announcement that the government would purchase an undisclosed amount of oats was said to be responsible for the recent rise in the price of the May future on the Chicago Board of Trade.

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# Feedstuffs

## Hybrid Versus Open-Pollinated Corns for Fattening Steer Calves

By PAUL GERLAUGH, Ohio Exp. Station

Four open-pollinated corns were mixed together in equal parts for one lot of calves, and four hybrid corns were mixed in equal parts for a second lot. The hybrid corns were K23, W17, Iowa 939, and U. S. 52. The open-pollinated corns were Woodburn, Golden Delight, and two selections of Clarage. The K23 hybrid and one of the selections of Clarage were grown in the same field in Wayne County; W17 and the other selection of Clarage were obtained from a Seneca County farm; Iowa 939 and Woodburn were raised on a Coshoccon County farm; and U. S. 52 and Golden Delight were obtained from a farm in Licking County. The farmers from whom the corns were purchased stated that the hybrid and open-pollinated corns had received similar cultural and fertilizer treatment.

The same amount of shelled corn was fed to each lot of calves. We noticed no difference in palatability of the corns as fed. The same amount of supplement, silage and hay was also fed.

The results are not significantly different. The four hybrids and the four open-pollinated corns used in this test were fed separately to pigs by W. L. Robison, and the results reported in Bimonthly Bulletin 201.

## National Feed Week

The dates for the important 1941 celebration of National Feed Week, the period in the year when the entire feed industry stops to call attention to the task it is doing, have been set. This year National Feed Week will be observed from Oct. 20 to 25 and already preliminary plans are under way to make the event the biggest in history.

In 1940, for the first time, the American Feed Manufacturers took over official sponsorship of the week.

The 1940 celebration proved the biggest on record and with the added interest and better business conditions now prevalent, National Feed Week for 1941 bids fair to eclipse all previous marks.

Plans are now under way to release a barrage of publicity material to local newspapers, national farm papers, trade journals, radio stations throughout the nation and other mediums of expression which reach the farmer.

The week is expected to bring all branches of the feed industry—manufacturers, jobbers, dealers and allied interests—together to proclaim to the nation the common sense of the National Feed Week slogan "Better Feeding Brings Bigger Profits."

Again this year a contest, with an award of \$50.00 for the artist, will be held to obtain a suitable display poster for the occasion. The design selected will also be used to produce mailing stickers.

The poster contest will close June 5 and entries will be judged at the annual convention of the American Feed Manufacturers Ass'n, June 12-13-14.

Washington, D. C.—The Ass'n of American Feed Officials has scheduled its 1941 meeting for Oct. 30-31 at the New Willard Hotel.

## Guaranty of Feed

W. W. Cox, a farmer of Albion, Neb., claimed that feed he purchased failed to make good on the guaranty that 300 pounds of feed would produce 100 pounds of weight and so persuaded the district court of Boone County, to dismiss the manufacturer's suit to recover a balance of \$72 due on the feed. Cox made a counterclaim for \$58 for alleged loss he suffered in feeding the hogs.

The manufacturer has appealed to the higher court.

## Feed Not Cause of Death of Animals

The North Carolina Department of Agriculture, by D. S. Coltrane, assistant to the Commissioner, reports that:

From time to time there have been submitted to this Department samples of feedstuff which we have been asked to examine for anything which might have been poisonous or injurious to livestock or poultry. Our laboratory has examined many of these samples for some of the common poisons, but in only a few instances has anything of a poisonous nature been found. When poison was found it usually appeared that it got into the feed after it was purchased.

When a feed stuff causes trouble, it is, I feel sure, more than apt to be due to spoilage or some deleterious bacteria or mold, the presence of which would not be shown by our chemical methods. It would be best of course to carry out actual feeding experiments with the feed in question, but our laboratories have not been equipped to handle such work. Our experience along this line leads us to believe that in many instances, the death of an animal has been blamed on the feed, whereas actually disease was the cause.

## Imports and Exports of Feeds

Imports and exports of feedstuffs during January and for 6 months ending December, 1940, and 1939, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs. except where noted otherwise:

	IMPORTS		6 months ending Dec. 31	
	1941	1940	1940	1939
Hay*	3,919	7,424	12,061	25,703
Coconut cake†	16,634,000	7,355,309	104,082,266	54,821,526
Soybean cake†	2,558,000	51,900	11,344,604	8,606,441
Cottonseed cake†	21,038,138	5,016,895	58,007,731	3,399,594
Linseed cake†	108,800	84,000	.....	1,641,000
All other cake†	2,767,587	1,281,750	17,834,379	9,347,265
Wheat fds.*	38,720	38,519	268,325	266,855
Beet pulp*	35	787	16,347	10,686
Tankage	5,898	4,081	42,073	31,783
Fish-scrap	3,412	5,419	9,273	21,002
	EXPORTS		6 months ending Dec. 31	
	1941	1940	1940	1939
Hay	572	402	1,828	1,153
Cottonseed cake	..	.....	.....	893
Linseed cake	607	7,491	512	98,423
Other oil cake	..	.....	6	3,677
Cottonseed meal	81	193	590	4,572
Linseed meal	68	747	960	5,845
Soybean oil-cake meal	3,482	8,047	8,194	27,529
Other oil-meal cake	92	2,376	561	2,760
Fish meal	36	40	129	176
Mxd. dairy and poultry fds.	602	582	3,492	5,526
Oyster shells	678	1,464	11,197	23,823
Other prepared mxd. fds.	1,108	214	1,731	1,647
Other fd. bran	608	508	3,277	6,317
Kafir, milo (bus.)	.....	.....	225	1,084

\*2,000-lb. tons. †Pounds.



# Figuring Cost of Protein in Ration

By Dr. J. S. CARVER, division of Poultry Husbandry, Washington Agricultural Experiment Station, before Pacific N-W Feed Ass'n

Proteins are compounds that are required by poultry for growth, egg production, reproduction and maintenance. These all-important protein nutrients are supplied in a poultry ration from three sources, cereals, plants and animals. Poultry rations usually contain about 10 per cent protein from cereal sources, such as wheat, corn, oats and barley and their by-products. They also contain about 6-12 per cent protein from plant and animal sources, such as soybean oil meal, pea meal and linseed meal from plant sources, and meat scrap, fishmeal and milk by-products from animal sources.

These proteins are composed of compounds known as amino acids, some 25 in number. Some proteins contain more of the essential amino acids than others. The better quality proteins contain most of the essential amino acids in sufficient quantities. To determine by our present-day methods the best quality protein these protein concentrates must be fed to chicks or hens and their relative value measured by growth, egg production or reproduction.

**PROTEIN REQUIREMENTS OF POULTRY.**—The most expensive part of the poultry ration, with the exception of certain vitamins, are the protein concentrates. It is important, therefore, to know the minimum protein requirements of a ration that will supply satisfactory results. In the experiments conducted at the

Fig. 1—Method of Determining Gross Values

% Protein	Depletion Period 1-14 Days	Test Period 15-28 Days	
	Cereal Protein	Cereal Protein	
	Cereal Protein	Cereal Protein	Casein
	Cereal Protein	Cereal Protein	Concentrate
8	0	8	11

Fig. 2—Gross Protein Values of Some Common Concentrates

Gross Values	50	60	70	80	90	100	110
8% Protein from Cereal							
8% Protein from Cereal				3% Protein—Casein=100			
8% Protein from Cereal				3% Prot.—Herring Meal=105			
8% Protein from Cereal				3% Protein—Salmon Meal=83			
8% Protein from Cereal				3% Prot. Meat=58			
8% Protein from Cereal				3% Protein—Soybean=85			
8% Protein from Cereal				3% Protein—Dry skim milk=88			

ical analyses is not an accurate indication of its feeding value for poultry. The method developed by the state college was planned primarily to measure the digestibility, palatability, availability and the efficiency of the proteins as measured by growth of chicks. By this method we measure the supplementary value of the protein concentrates added to the cereal basal ration. This is illustrated diagrammatically in Figure 1, Methods of Determining Gross Value. In experiments conducted at the Washington

station last year it was also determined that these gross protein values could be applied to laying rations.

During the past five years this experiment station has determined the gross protein values of common protein concentrates such as herring fishmeal, salmon fishmeal, meat scrap, soybean oil meal, dry skim milk, etc. The values obtained were compared in each case with those obtained in feeding casein which was arbitrarily given a value of 100. As a result of these studies it was found that there were considerable differences in the gross protein value of the same kind of protein concentrates. These differences were apparently due to: Variability in the ingredients used, in manufacture, method of processing, and length of storage; that fishmeals manufactured from whole fish showed a higher gross protein value than meal manufactured from fish waste material; that higher quality soybean oil meal gave more efficient results than many of the meat scrap protein concentrates. Some of these average values are indicated in Figure 2, Gross Protein Values of Some Common Concentrates.

**DETERMINING COST AND QUALITY OF PROTEIN CONCENTRATES.**—The value of the protein concentrate cannot be determined by the chemical analysis alone. The cost should be measured by the cost per pound of the available protein. To determine these values these proteins must be actually fed to chicks and their relative value measured by growth or some other index. This measures the composition, digestibility and palatability of the concentrates. Table 2 illustrates how the feed manufacturer can determine the cost and quality of protein concentrates. For example, the cost per pound of total protein determined by chemical analysis of herring fishmeal was 4.8 cents and of meat scrap 4.4 cents but the cost per pound of available protein of herring fishmeal was 4.7 cents and for meat scrap 8.1 cents.

## SUMMARY

1. The per cent protein in your mashes is determined by the kind of mash, the amount of scratch grain fed with the mash and the quality of protein used.
2. The value of protein concentrate cannot be determined by chemical analysis alone.
3. Protein concentrates should be purchased on the basis of cost per pound of available protein as determined with chicks.

Table 1—Protein Requirements of Chickens

Kind	Age Weeks	Actual Protein Require- Level		Mash Fed %	Scratch Fed %
		ment	in Mash		
Chicks	1-6	17	18	100-73	0-26
Pullets	7-12	15	18	62	38
Pullets	13-30	13	18	50-30	50-70
Hens	6 mo. on	15	21	50	50
Breeding hens	10 mo. on	15	20*	60	40

\*If less scratch grain is fed a lower percentage of protein may be used in mash.

Washington Agricultural Experiment station over a period of 10 years, the protein requirements of growing chicks, laying hens and breeding hens have been worked out. Chick starting and developing mashes should contain 17.5 per cent protein and laying and breeding mashes 20 per cent protein. These recommendations are described in detail in Table 1. It must be remembered that the average scratch grain fed contains approximately 9-10.5 per cent protein so that the larger amount of scratch grain that is fed the lower the amount of total protein intake for the entire ration. If poor quality proteins are used the per cent protein should be increased.

**METHOD FOR DETERMINING QUALITY OF PROTEIN.**—In 1935 the State College of Washington worked out a new method of determining protein quality. The amount of protein in a concentrate as determined by chem-

Table 2—How to Determine Cost and Quality of Protein Concentrates

Concentrate	Chemical Protein Analysis %	Pounds Protein Per Ton <sup>1</sup>	Cost Per Ton Dollars	Cost Per Pound Total Protein <sup>2</sup>	Gross Protein Value Units	% Protein Available <sup>3</sup>	Cost Per Lb. of Available Protein <sup>4</sup>
Herring Meal	70	1400	67.00	0.048	101	70.7	0.047
Meal Scrap	54	1080	48.00	0.044	55	29.7	0.081
Soybean Meal	44	880	46.00	0.052	76	33.4	0.069

<sup>1</sup>Lbs. of protein per ton = 2000 lbs. × 70% = 1400 lbs.

<sup>2</sup>Cost per pound of total protein = \$67.00/1400 lbs. = \$0.048.

<sup>3</sup>Per cent protein available = 70% × 101 units = 70.7%.

Lbs. of available protein 2000 lbs. × 70.7% = 1414 lbs.

<sup>4</sup>Cost per pound of available protein = \$67.00/1414 = \$0.047.

Cost per unit (20 lbs.) of available protein = \$0.047 × 20 = \$0.94.

## Soybean Inspections in March

Inspections of soybeans increased sharply in March with a total equivalent to 3,786 cars. This brought the total since Dec. 1, 1940, to 11,098 cars. The inspections are made under the U. S. Grain Standards Act administered by the Agricultural Marketing Service.

There was little change in the quality of the soybeans inspected during March with approximately the same percentage falling into the various grades as during February. Of the March inspections about 35% graded No. 2 or better, 56% No. 3 and 9% No. 4 and Sample grade. All but 8 cars of the total classed as Yellow soybeans.

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## Plan for Merchandising Elevator Office

While some country elevators have offices with corner locations on main streets where many people pass by every day, and while these same elevators merchandise an almost unending list of farm supplies and agricultural specialties, comparatively few of them have taken advantage of their merchandising opportunities by putting in show windows and keeping these show windows attractively trimmed.

Modern merchandising practice calls for showing the best of the merchandise and the newest lines in such location as to be in the line of march of the maximum number of probable customers and in such manner as to attract their attention.

This thought is kept in mind in the plan for the elevator office presented herewith. It recognizes that the most used piece of equipment around a country elevator, the bottle-neck thru which most business must pass, is the deck of the truck scale.

Since the greatest number of people calling at a country elevator office drive across the scale deck, it is obvious that the most prominent place for display of merchandise is in show windows facing the scale deck. Thus, when the farmer drives on the scale deck with a load of grain he is selling to the elevator, his eyes are attracted by the show window nearest the elevator; when he returns for his tare weight, his eyes are attracted by the show window at the front.

VISUAL EXAMINATION of the contents of both show windows is unavoidable. If the windows are kept clean, and attractively trimmed with current merchandise in demand, the driver will be reminded of many things that he needs. He will be told silently but effectively that the farm supplies he wants can be purchased here.

It might be argued that an elevator is no place for a show window; and the answer to that is "Why?" If a show window is good for the grocer, and the drug store, and the hardware merchant down the street, isn't it logical to assume that it will produce equally good returns for the elevator operator who retails farm seeds, feeds, poultry remedies and equipment, baby chicks, and a long list of other farm supplies?" The question is only "How many prospective customers will see the display?"

In large cities merchants frequently rent show window space in other buildings where stores have been temporarily vacated, because they recognize the value of displaying their merchandise where prospective customers will see it. In department stores it is not uncommon for department heads to battle over show window rights, and for each to complain about the small amount of space allotted to him.

The value of a show window depends upon the number of prospective customers given opportunity to see it in a given unit of time, as per day, per week, per month, or per year. The final value rests in the additional volume of merchandise sold due to proper showing.

THE COUNTRY ELEVATOR operator who has no show window has no comparison on which to base sound conclusions regarding show window space value. But the one who does have a show window in such position that it is open to the public eye, can readily determine its value in a short time by comparing his volume of business during a period when the window is kept clean and properly trimmed with a period when it is left bare or disordered. Of course, comparative seasonal periods must be selected to make a fair test.

Such a theory was used by a metropolitan merchant to check the value of "suggestive selling." He used two cash registers. All sales made to customers as a result of their asking for what they wanted were rung up on one register. Sales made due to a suggestion made by the clerk, as "Here is a nice special on razor blades," or "Here's a nice tie that would

look good with the shirt you have just bought" were rung up on the second cash register. At the end of a month, the merchant made a recap of the receipts taken in by the two cash registers. He found that 40% of his receipts were taken in by the cash register recording the results of suggestive selling.

John L. Richardson, advertising manager for Allied Mills, Inc., and a recognized authority on sound feed merchandising practice from both the theoretical and practical standpoints, conservatively estimates the value of a good window display at \$15 per month. Here is the basis for his estimate:

The cost to a dealer to send out a single sales letter is 5c, taking into consideration the cost of the stationery, the cost of processing the letters, postage and the time spent in preparing the letter. If the dealer were to send the mailing to 300 farmers in his trade area once each month, the cost to him would be at least \$15.

"I would much rather have 300 farmers call at the elevator and see attractive window displays," adds Mr. Richardson, "than to make the mailings. I believe the windows, with attractive displays therein, would actually sell more feed than a mailing to 300 prospective customers, the main reason being that the 300 who call at the elevator are at a place where the sale can be made; and the window displays could easily attract a large proportion, making it easier to complete the sale right on the ground. An estimated \$15 sales and advertising value per month for an attractive window display that will be seen by an average of 300 possible customers is very conservative."

IN ADDITION to its show windows facing the truck scale deck, the combination office and merchandising room plan presented here has several other features to recommend it.

The counter enclosing the manager's and

clerk's desk is high enough for comfort in writing orders. Centrally located in the structure, it provides plenty of room for customers to crowd around and feel that they will be waited on in due turn. Under the counter is a lot of space for storage of office supplies.

The central location of the manager's desk enables him to keep an eye out on the interest displayed by customers in any given display and to see that the prospective buyer is given prompt attention.

Grain testing equipment is assembled close to the private door of the manager, which is so located that he can step handily out to take samples of grain offered for sale, and mechanically check his judgment with a minimum number of steps.

Advantage is taken of available floor space to put up displays of merchandise, preferably on racks or tables suited to this purpose.

Back walls are used for shelves to hold and display stocks of small items like fly sprays, poultry remedies, hardware, and similar merchandise.

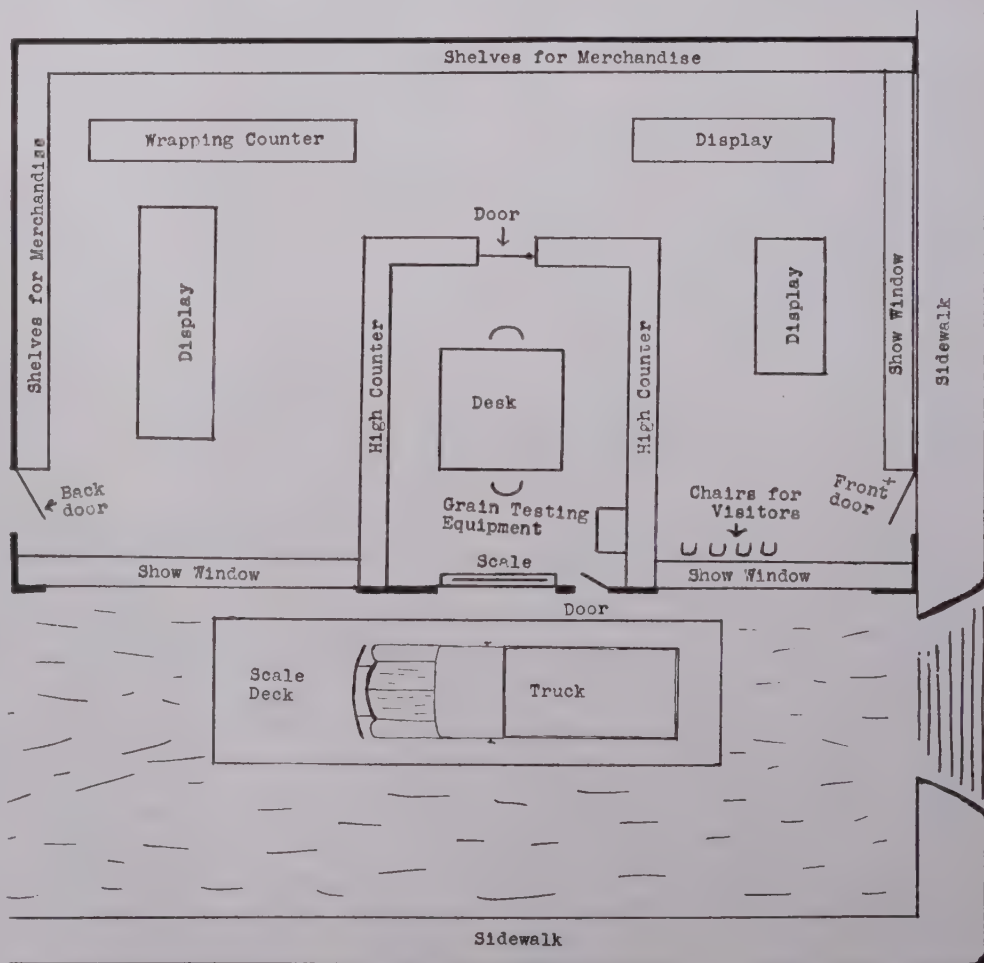
Visitors are assembled efficiently to take their turn at the attention of the manager, without interfering with normal retail operations thru the store.

Passage from the counter-enclosed office space to the retail displays and stocks employs a minimum number of steps and wear and tear on the manager and his assistants.

If the office location is fortunate enough to be on a corner, additional show window space is available facing the right angle street to attract the attention of passers-by. If the location is not on a corner, this space can be used for additional shelves for stock.

The merchandise wrapping counter is set over in a corner, out of the way, and at a point that would be least effective from the display standpoint, yet it is handy to all shelves of stock.

Front entrance, back entrance, and a manager's "trading door" are provided. It is easy to get in and out of an office of this design.



Plan for combination elevator office and merchandise sales and display room



Everything is out in the open, yet so arranged that disorders and discrepancies promptly manifest themselves and clamor for attention.

No provision is made in the plans for a store room for extra stocks. A store room can be added in whatever location is convenient. While the design appears as a separate, single-story building, there is no reason why it can not be built as an extension from a warehouse, or combination warehouse and elevator, and minor variations will adapt it to such location, yet maintain its invitation to fair, open, legitimate trading in grain, feed, seed and farm supplies.

## The Central Retail Feed Ass'n Will Meet in Milwaukee

Outstanding authorities on merchandising, salesmanship, scientific feeding, nutrition and other topics of vital interest to feed dealers are scheduled on the program for the 16th annual convention of the Central Retail Feed Ass'n to be held June 9 and 10 at the Schroeder hotel, Milwaukee, according to President John A. Becker of Monroe, Wis.

Headlining the speakers of national prominence will be R. C. Borden of the famous sales training firm of Borden & Busse, New York City. Mr. Borden, who at present is employed in sales promotion and co-ordination for the Borden Co., is nationally recognized in the sales training field and during the past 10 years has personally addressed more than a million salesmen. Having been employed in the feed industry for a number of years and an acknowledged merchandising expert, his message promises to be one of the highlights of the convention.

Besides producing more than a score of talking motion pictures and sound slide films on selling, he is the author of eight widely read text books on selling and salesmanship. Some of his better known books are: "How to Deliver a Sales Presentation," "How to Make a Sale Point Hit," "How to Sell," and "How to Win a Sales Argument."

A Dairyland Farm Institute program will also be a feature of this year's convention according to President Becker. This will be held on Monday afternoon, the first day of the convention, and will consist of a series of short, snappy talks in relation to the war and the economic defense program, and how it affects the feed industry. With the disruption of foreign trade and markets, feed dealers of the nation are vitally concerned over what the future holds in store.

Mr. Becker urges dealers not to miss this program since every speaker will be an

authority in his field and will have a message of utmost importance.

Another headlight of the convention this year will be a question and answer program entitled "Whole Hog or None." A well-known master of ceremonies is being secured to direct this event and all regular members of the Association will be eligible to compete for special awards. The awards for dealers who participate will double with each question answered correctly. This stunt will undoubtedly provide a lot of fun and laughs as well as timely and pertinent information.

Arrangements for the annual banquet to be held at the Schroeder hotel Monday evening again will be handled by the Milwaukee Grain & Stock Exchange. William C. Moll of the Franke Grain Co. heads the committee in charge. He will be assisted by Clarence D. Moll, The Paetow Co.; A. E. Bush, Froedtert Grain & Malting Co., Inc.; R. G. Leistikow, Stratton Grain Co.; J. H. Mallon, Chas. A. Krause Milling Co.; L. E. McClelland, Cargill, Inc., and Norman Witt, Mohr-Holstein Commission Co. Dancing will follow the banquet.

## Feeding Fermented Feeds

Favorable results are reported by Russian experimenters in Chemical Abstracts, Vol. 35, No. 4, from feeding fermented feeds to increase bacon production.

Addition of baker's yeast in amounts of 0.3% of the concentrates to pig rations during the first period of feeding affected neither the daily gains nor the amount of feeds fed. When the pigs were fed *ad libitum* their weight increased, the amount of carbohydrates consumed decreased and the cost of the gain in weight decreased by 6%.

A maximum effect was obtained when the mixed feeds were thoroly fermented. This caused a 6% increase of the daily gain per 100 kg. of live weight, a similar decrease in the amount of carbohydrates fed and a 7.4% decrease of the cost of the gain. There was no apparent harm to the health and the digestion from fermented feeds.

The effect of fermented feeds is due exclusively to increased consumption because of better taste and not to increased nutritive value.

Repayments on wheat loans to April 8 totaled 16,346,000 bus. Slightly over 33 million bushels of this quantity was from farm storage. Repayments of barley loans to April 8 totaled approximately 1,950,000 bus. Rye loan repayments to April 8 were on less than 28,000 bus.

## Feeding Stuffs for the Rabbit

By LEROY VORIS, LAWSON F. MARCY, EDWARD J. THACKER, WALTER W. WALNIO, Pennsylvania Agricultural Experiment Station.

Rational feeding of the domestic rabbit has become of consequence since production of this animal meat for human consumption has attained a permanent and justifiable place in general food economy.

The composition, digestibility, and digestible nutrients of 47 feeding stuffs, including dry roughages, green roughages, roots, tubers, concentrates, and commercial mixed feeds, for rabbits, are reported. The greater part of the determinations were made in triplicate.

Concentrates were found to be well digested, and, with the exception of crude fiber, roughages were nearly as well digested by rabbits as by other animals.

Kale, alfalfa, vetch, clover, soybean, wheat, and Sudan grass were among the better roughages for rabbits. The poorest roughages studied were bluegrass and oat hay.

When fed as the sole concentrate, with the same quantity of roughage, cottonseed meal was found to be toxic to rabbits, the most prominent effects being intestinal stasis and loss of appetite.

## Riboflavin Content of Hays and Grasses

By C. H. HUNT and R. M. BETHKE, Ohio Experiment Station.

Employing rat-growth bio-assay technic, samples of the oat plant, the wheat plant, and bluegrass, representing one stage of maturity, and samples of alfalfa and timothy, representing two stages of maturity, were assayed for riboflavin content.

The oat plant cut at the 10-in. growth stage and cured in subdued light was highest in riboflavin, with an estimated content of 26 ug. per gram, followed by wheat (10-12-in. height) 17, timothy (before heading), 17, alfalfa (before bloom) 16, alfalfa (beginning to bloom) 12, timothy (in head before bloom) 12, and bluegrass (beginning to head) 10. Alfalfa exposed to strong sunlight for 48 hrs. after cutting lost approximately 25% of its riboflavin content.

## A Credit Plan for Feed and Grain Dealers

By RENO D. ZANOTTO, San Joaquin Grain Co., Bakersfield, Cal.

Members of the Bakersfield group meet every other Monday evening as the Kern County Feed Dealers Ass'n. We discuss prices, competition (both local and outside) and establish a suggested minimum price schedule thru a committee of three. This committee establishes the suggested minimum prices for "on the level" competition. The morning following our meeting our sec'y notifies all feed stores of any changes in prices. We leave this up to a sec'y paid out of the ass'n fund, thus not forcing the duty on any one dealer. Dealers remain neutral.

Credit control we have down "pat." Before the 10th of each month, each dealer turns in his list of bad accounts which are to be put on a strictly C.O.D. basis. These lists go to the sec'y. She sets up a general ledger of accounts as turned in, a page for each bad account in our territory. The lists are turned in by the dealers are a group of debits and credits. The sec'y posts the debits and credits into the general ledger. Sometimes the same name, i.e., "John Jones," shows up on several dealers' lists in the form of debits. When it gets into his page in the general ledger it shows up as owing two dealers with a total of so much.

After all the lists are posted the sec'y goes thru the ledger, makes a recap or balance for mimeograph. Some accounts show up larger, month to month, and some show up smaller. The reason is this: Altho we put some accounts on the C.O.D. list, and still offer them feed, is because one certain dealer is carrying the account and does not want all the rest of the dealers selling him. When the recap is made out the stencil is run and every dealer gets one or more copies for his use. However, these lists are very confidential—only the feed dealers have use for them, and they belong to us exclusively. The list represents all bad accounts in Kern County and vicinity as owed to the Kern County Feed Dealers. It stops a number of Tom, Dick and Harrys from grabbing credit from every merchant in town and then "skipping."

The whole plan amounts to this: Each dealer from month to month makes up a list of debits and credits of his bad accounts, turns them over to the ass'n sec'y. She is the hub of the plan. After posting into the ledger, she takes a balance of bad accounts and the dealer learns how much so and so owes all the dealers in town.

If any dealer, not having an account listed on the bad account list, desires to extend credit to any listed bad accounts—he is doing so at his own risk, but if he does extend credit he is not cooperating with the group.



R. C. Borden, of New York City, is the featured speaker scheduled for the annual convention of the Central Retail Feed Ass'n.



## Quality in Feeds

By DR. W. C. TULLY, Denver, Colo.

According to Mr. C. W. Sievert of the American Dry Milk Institute, quality minded feed men can hope to sell only about 70% of feed buyers. Ten per cent at the top of the list buy the most expensive feed, with them price is no object. At the other extreme end of the list of buyers we have 20 to 30 per cent of the total who are price buyers; these always want the lowest prices, consequently they are never steady customers of any feed company. We are interested in and can hope to educate and sell only about 70% of the feed buying public.

When cheap feeds are being constantly offered to these 70% is it any wonder that they too are often tempted by a low price on a bag of feed? Because a great many buyers generally have not yet been taught what a quality feed is, can we blame them if they mistakenly believe, or are led to believe, that some of our feeds are too high priced?

But what happens to the feed manufacturer who sells feeds that don't give nutritional results? Hundreds of feed manufacturers who made cheap feeds in the past are no longer competitors.

Today poor feeds for all classes of animals are still being made. The writer could prepare a lengthy article on 12 and 14% cattle and sheep feeds that, for growing and fattening these animals, never were much good. Then there are dairy feeds and other dairy feeds! In our section we have a cheap competitive laying mash which sells today for \$1.65 retail—yes, retail. (Nutritionally complete laying mash is retailing, in the same section, for approximately \$2.55.)

What can be put in a laying mash so that it may sell at this ridiculous price? The writer worked one out recently.

The formula contains wheat bran, ground yellow corn, soybean oil meal, alfalfa meal (the lowest grade), meat and bone scraps, wheat gray shorts, salt, calcium, and cod liver oil. A good bag is included in the ingredient price of approximately \$1.20. A reasonable charge for grinding, mixing, and administration when added might allow this feed to be retailed for \$1.65 with a massive profit of \$4.00 per ton. (With this mash the feed dealer is entirely left out in the cold.) That's the way some small feed mills, and some not so

small, attempt to do business. Nothing was added above for interest, depreciation, taxes, advertising, and a few other expenses that, when totaled, add very appreciably to the net correct cost of a bag of finished feed.

But what about the mash itself? For want of a better name we have called it the "Get Your Hair Down Rock Bottom Price Egg Mash!" What good is it? Not much, I am afraid a study will show.

Mention should have been made that the formula does *not* call for one-quarter of one per cent of dried milk, so this would not appear in the list of ingredients. However, the list of ingredients does look fairly promising tho the 25 or 30 that some feed companies use cannot be claimed. The mash contains 18% crude protein, about 4.5% fat, 9% fibre which of course is high, enough flavin for a laying mash but not nearly sufficient for a good breeding mash, half as much calcium, as it should, and the phosphorus level is about correct. It could be registered in almost any state and get by as a laying mash.

Because of the excessively high percentages of wheat feeds used, or mill-run bran the name used in this section, and/or bran and shorts, the net energy value of the mash is very low. The writer, being associated with a very large flour milling company, does not want to leave the impression that wheat feeds have no place in the best poultry feeds. They most certainly do, but, just as certainly they are often overdone in percentages used. The mash contains no fish meal or milk, by all means the best, commonly used, animal proteins that we have. It does contain one per cent of meat and bone scrap, but no other animal protein whatever. Soybean meal is an excellent protein, but the knowledge is common that it gives far better results when used with adequate levels of a mixture of good animal proteins.

It was stated that the calcium content of the mash was low. This could be easily and cheaply corrected by the addition of one of the forms of calcium, incidentally the cheapest ingredient in this formula. Until one got caught, this mash could be still further cheapened by using 8 to 10% of calcium!

The mash formula contains no added manganese. Manganese, while very inexpensive in the amounts recommended, is essential for best results in a laying mash. The formula contains no added iodine.

The mash actually contains one-third as much vitamin A as it should and less than one-quarter as much vitamin D than the recommended level. Yet when some uneducated poultryman asks the manufacturer if this mash contains cod liver or other suitable fish oil, many feed makers, and salesmen, truthfully answer "Yes."

What good is such a mash that is lacking in practically all the recommended levels of nutritional requirements? True, it is far better than no mash at all, that's about all we can say for it. Yet not carloads, but trainloads of this stuff, perhaps some of it may be just a little better and contain the five pounds of dried milk in a ton we previously mentioned, have been sold each year. Because of such competition, particularly in the south, midwest, northwest and mountain states, many poultry feeders get the seriously mistaken idea that properly balanced, nutritionally complete laying mash is too high in price. Perhaps just a very few of them are, but that's another story.

Many farm poultrymen are not qualified to judge the results of a good feed. A poultryman might be using a very cheap mash, and believe that he is getting temporarily good results. Under such conditions can you get him to pay, say \$1.00 per bag for your laying mash that is nutritionally complete? The sales methods needed here are to show him the results of others who are using good feeds and that he would get far better results with a better feed. Show him particularly that the feed cost per dozen eggs will be definitely lower when a good feed is used and that from 10 to 25% more of the cheap mash will be required than a good feed.

One big trouble is that we still have to educate many small feed manufacturers, and some larger ones, that they are doing the feed business great harm by selling cheap and poor feeds. Many small feed manufacturers are working for little or nothing; frequently they don't correct their mistake until too late.

**Brewers Dried Grains** production during March totaled 9,100 tons, against 8,400 tons in March, 1940, as reported by the U. S. D. A.

## Dermatosis of Poultry

By WILGUS and THORP, of Colorado Experiment Station.

Dermatosis is an abnormal condition of the skin of chicks and poults. It is caused by a lack of certain factors in the vitamin G complex and therefore is associated with poor growth, owing to a lack of sufficient dried milk products and green feed in the ration.

In chicks, dermatosis is caused by the lack of a yet unidentified vitamin, designated by California workers as the "filtrate factors." This is now thought to be identical with pantothenic acid, required for the growth of yeast. Feeds apparently vary in their content of this vitamin, and occasional cases are seen, particularly where the brooder houses are overheated and improperly ventilated.

Cane molasses, as well as the dried milk products and green feed, is a good source of the deficiency factor. In poults this disorder is caused by insufficient riboflavin (vitamin G). Again, it seems probable that this or a similar dermatosis is aggravated by overheating and poor ventilation.

Prevention and treatment consist of feeding diets with adequate vitamin G (milk product and green feed) and of providing plenty of fresh air and moderate brooding temperatures, preferably allowing the birds to run out and feed in a cool room or sunporch.

In the case of afflicted chicks it may be desirable to add 5% of blackstrap cane molasses to the starting ration until the symptoms clear up. In turkeys put the birds on a normal complete ration fortified with 5% of dried butter-milk or liquid milk until the lesions disappear.



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# Poultry Feeds and Feeding

**Commercial hatchery** returns indicate a much larger early hatch this year than last. However, improving egg prices during the hatching season, with a better demand for both chickens and eggs because of increasing purchasing power, are stimulating chicken production and may result in a considerable increase in hatchings over earlier intentions.—M. S. D. A.

**Freeport, Ill.**—W. C. Stewart, trading as the Knox-All Co., has agreed with the Federal Trade Commission that he will desist from advertising that "K-A Poultry Spray" prevents or eliminates cold, roup or other poultry diseases; keeps the flock or the poultry house free from mites or bluebugs; penetrates to all parts of the poultry house; aids in killing germs before they attack the birds, and is endorsed by leading hatcheries.

**Lafayette, Ind.**—The Purdue Egg and Baby Chick Show will be held May 1, 2 and 3. More than 150 in cash prizes and 33 cups, trophies, and medals are being offered. Special classes are being offered. Special classes are being provided for farmers, poultrymen, hatcherymen, high school students, grade school pupils, 4-H Club members, and alumni of Purdue University. No entry fees are required to exhibit at the show, which has as its objective the production of higher quality eggs and chicks. Information can be obtained by writing to R. B. Arvidson, Egg and Baby Chick Show, Purdue University.

## Slipped Tendons in Chickens

By GERTRUDE BECKWITH, before Southern California Poultry Service Club.

No better illustration of the folly of jumping to a hasty conclusion exists in research work than the dramatic story of perosis, or slipped tendons. We saw it first in 1929 and early 1930 when one of our customers had a high percentage of slipped tendons in a group of 2,000 broilers. Analysis of feed samples and bone ash gave us no clue to the trouble.

Naturally, if calcium and phosphorus were the chief factors in incidence of perosis there would be changes in the calcium and phosphorus of the blood and bones, and when such changes as were found did not prove sufficient, many scientific investigators began to question beliefs regarding the cause of perosis.

Water extract of rice bran prevented perosis and it was thought that some member of the vitamin B complex might be involved until it was learned that the ash of rice bran had the same effect. Analysis of the ash shows considerable more manganese than most cereals, but not until Wilgus at Cornell found manganese in an impure calcium phosphate compound he had used which did not produce perosis according to Hoyle, did anyone suspect the importance of manganese in rice bran ash.

The exact amount of manganese needed is not known because it varies so greatly, depending upon the chicks or poults themselves and the amounts of minerals in a ration. Precipitation of calcium phosphate in the intestinal tract removes needed manganese from solution, either by absorption or chemical combination. Thus excess calcium and phosphorus in the diet greatly reduces the availability of manganese in the intestinal tract.

It seems that the newest member of the B complex, choline, will prevent perosis both in turkeys and chicks. In approximately eight years—and that is a short time in scientific work—we have gone through this changing cycle in one disorder alone—is it any wonder that we sometimes become confused? Whether we like it or not, we have had to accept the fact that a large part of our livestock and poultry troubles have been dietary in origin, and nutrition has answered many hitherto baffling

problems, whether they are protein problems, vitamin problems, or mineral problems.

## Choline Factor in Poultry Feeding

By GERTRUDE BECKWITH before Southern California Poultry Service Club

Newest member of the B complex vitamin in poultry feeding is choline. It is a base with a chemical name of ethanol-trimethyl-ammonium hydroxide. It is a constituent of lecithin, which belongs to the fats, but one of the fatty acids has been replaced by phosphoric acid and the nitrogenous base, choline. Lecithin plays an important part in fat metabolism, the choline constituent preventing the accumulation of fat in livers.

Not more than a year ago Abbott and De Masters found that choline added to the basal diet increased egg production, decreased mortality, and inhibited abortion of egg yolks, as well as decreased the percentage of fatty acids in the livers. Jukes of California has reported that choline plays another important role in the prevention of perosis in turkeys. Other workers have shown that the same is true of chicks.

A chemical derivative of choline is released at the parasympathetic nerve endings when they are stimulated, and this fact has been used in working out tests for choline. Fishmeal products, fish livers and fish press-water concentrate, are now being tested for choline. The samples to be analyzed are treated chemically to convert the choline present to acetyl-choline. A known amount of this material in turn is added to a solution into which a frog's heart is immersed. The decrease in the heart beat is compared quantitatively with the effect of a pure acetyl-choline product, and the amount present in the sample calculated from this comparison.

As yet we know little regarding the choline content of practical poultry rations or the ingredients which go to make up practical rations. Until we know more about it no statement can be made regarding the need of fortifying rations with additional choline.

The parity price of wheat on farms as of Mar. 15 was \$1.132, compared with the average farm price on that date of 71.8c per bu., reports the U.S.D.A. Parity for corn was 82.2c; oats, 51.1; barley, 79.2c; rye, 92.2c. and flaxseed, \$2.16.

Chicago, Ill.—Exhibits at the annual conference of the National Farm Chemurgic Council, held in the Stevens Hotel, Mar. 27, included a suit and a hat made from milk, and a necktie made from soybeans.

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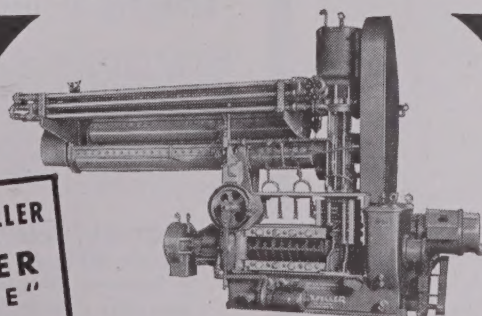
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## Nutritional Deficiencies and Their Cure

By H. S. WILGUS, JR., and FRANK THORP, JR.  
Colorado Exp. Sta.

Perosis occurs in young chicks and poults between the third and sixth week. It is usually characterized by enlargement of the hock joint, followed frequently by twisting or rotation of the shank bone and slipping of the tendon. Such birds are permanently crippled. Male birds appear more susceptible than females. This disorder is due to a lack of manganese. Excessive amounts of calcium (such as limestone) or of calcium and phosphorus (such as bone in bone-meal or meatscrap) will greatly aggravate perosis because the excess of these elements in the digestive tract of the bird combines with manganese, rendering it insoluble and unavailable to the bird. The result is a manganese deficiency, altho the ration itself may be relatively rich in manganese. Iron salts, even in small amounts, may similarly render dietary manganese unavailable.

Prevention of perosis lies in keeping the amount of limestone or oyster shell and bone-carrying supplements, such as steamed bone meal and meat scrap at a level in the chick ration sufficient to supply adequate but not excessive calcium and phosphorus. Soybean oil meal is an ideal substitute for part of the meat scrap because it is low in calcium and phosphorus and high in protein value.

**NUTRITIONAL PARALYSIS** appears most commonly in chicks between three and six weeks old. It is characterized by a tendency to walk on the hocks with the toes curled inward. Usually the birds thus affected remain active and recover spontaneously, but some may grow progressively worse with eventual sprawling and permanent crippling. These symptoms are caused by a deficiency of riboflavin (vitamin G) in the starting ration and are readily prevented or cured by feeding an adequate ration rich in milk products and alfalfa leaf meal.

**CRAZY CHICK DISEASE** occurs in chicks from two to eight weeks of age. The chicks show symptoms varying from droopiness and stupor to more severe cases of muscular incoordination, sitting on the abdomen, retraction of the head, and somersaults (cartwheels), particularly when lying on their sides. Mortality varies up to about 50%. The main lesions are confined to the brain, with enlargement and edema of the cerebellum, associated with slight grayish discoloration and small hemorrhages. Recent information indicates the disease is caused by destruction of some necessary nutritional factor by animal fats in the diet. Presumably this destruction takes place under certain conditions as yet unknown. There is good evidence that vitamin E or some closely related compound is the factor destroyed. One might assume from the evidence that the use of freshly milled cereal by-products and of meat scrap, fish meal and fish oil low in free-fatty acid would be a precautionary measure against outbreaks of encephalomalacia.

**VITAMIN B<sub>4</sub> DEFICIENCY:** A peculiar, stiff-legged, stilted walk or "goose step" apparently differentiates a paralysis resulting from a lack of vitamin B<sub>4</sub> from other forms. Since this vitamin is destroyed by heating the ration, it is possible that some birds with an hereditarily high requirement for it may develop symptoms if the cereal portion of the ration was derived from heated grains or if the feed is very stale. There is no clearcut evidence as yet to entirely distinguish between this deficiency and nutritional encephalomalacia. The treatment suggested in case of an outbreak is the same as for the latter difficulty.

Crooked breast bones deformity in chickens and turkeys is apparently governed by heredity, nutrition and environment. There is evidence that there is an hereditary susceptibility to it. A deficiency of vitamin D, calcium, or phosphorus may result in crooked breast bones.

Similarly, early roosting on narrow or sharp-edged perches will aggravate the disorder.

The obvious remedy lies in supplying adequate vitamin D, calcium and phosphorus, and in using flat or slightly tilted and wide perches. Heavily producing pullets are susceptible to this deformity, owing to the demands of egg-shell formation and of a still-growing body. Special care must be taken to see that they have plenty of vitamin D and calcium.

Inclusion of riboflavin in flour to meet the standards set up in proposed regulations of the U. S. Food & Drug Administration is being opposed by the milling industry because insufficient supplies of this vitamin are available, and expansion of the chemical industry cannot make sufficient supplies available for from six months to a year and a half.

## Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, cottonseed meal and spot No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot		Kansas City	
	Bran	Midss	Bran	Shorts
Feb. 21.....	19.00	19.00	15.75	18.60
Mar. 1.....	19.00	18.50	15.60	18.85
Mar. 8.....	19.50	19.00	15.85	19.60
Mar. 15.....	21.50	21.50	16.00	20.05
Mar. 22.....	22.50	21.50	16.30	20.00
Mar. 29.....	22.50	21.50	17.10	20.40
Apr. 5.....	22.50	21.75	17.20	20.50
Apr. 12.....	22.25	22.00	16.90	20.00
Apr. 19.....	20.00	20.00	16.60	19.85

	St. Louis*		Chicago Memphis	
	Bran	Shorts	Soy-beans	Soy Meal
Feb. 21.....	18.90	20.75	93	21.25
Mar. 1.....	18.75	20.85	95	21.10
Mar. 8.....	19.00	21.75	98 3/4	22.50
Mar. 15.....	19.10	22.00	103 1/4	22.90
Mar. 22.....	19.40	22.25	106 3/4	23.00
Mar. 29.....	20.15	22.65	112	24.00
Apr. 5.....	20.35	22.50	117 3/4	23.25
Apr. 12.....	19.90	22.00	119 1/2	23.00
Apr. 19.....	19.65	22.10	122 1/2	22.40

	Cottonseed Meal		Kansas City		Chicago
	Ft. Worth	Memphis	Alfalfa	Corn	
Feb. 21.....	32.00	23.15	21.50	62 1/2	
Mar. 1.....	31.00	23.25	21.70	63 3/4	
Mar. 8.....	31.00	24.05	21.70	65 3/4	
Mar. 15.....	31.00	24.45	21.70	66 1/2	
Mar. 22.....	31.00	24.75	21.20	67	
Mar. 29.....	31.00	25.50	20.70	71	
Apr. 5.....	31.00	25.40	20.70	69 3/4	
Apr. 12.....	31.00	24.65	21.20	71	
Apr. 19.....	31.00	24.35	20.20	69	

\*St. Louis bran basis Chicago delivery; shorts St. Louis delivery.

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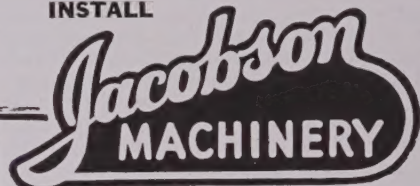
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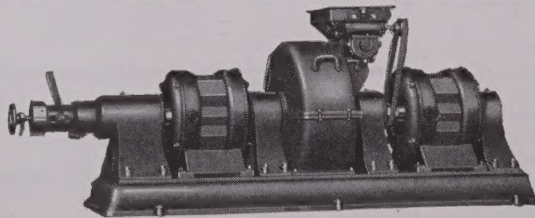


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# Concentrate Feeding of Turkeys

By E. I. ROBERTSON, and J. S. CARVER, of Washington Agricultural Experiment Station, before Pacific N-W Feed Ass'n.

For the past two years some of the broad breasted bronze turkeys produced at the Washington Agricultural Experiment Station have been fed a high protein concentrate and whole grains. In 1939 the poults were started on the concentrate and whole grains at eight weeks of age and the sexes were kept separate. In 1940 the change from starting mash to concentrate was made at four weeks of age for poults on the range. One group of poults in confinement was changed to concentrate at the end of the fifth week; the other group was fed starting mash to eight weeks and then changed to developing mash, whole oats and wheat. The sexes were not separated.

TABLE 1. COMPOSITION AND ANALYSIS OF CONCENTRATE AND DEVELOPING MASH

	Per cent		
	Concentrate 1939	1940	Developing mash 1939-40
Ground yellow corn...	...	...	15.0
Ground wheat .....	...	...	10.0
Ground oats .....	...	...	30.0
Wheat bran .....	15.0	23.0	17.0
Dehydrated alfalfa ..	10.0	10.0	7.5
Meat scrap .....	...	...	3.1
Herring fish meal....	40.0	32.0	9.0
Dry skim milk.....	...	...	5.0
Ground Alaska peas..	29.0	...	...
Soybean oil meal.....	...	29.0	...
Ground oyster shell..	2.5	2.5	2.4
Bone meal .....	2.5	2.5	...
Salt .....	1.0	1.0	1.0
Totals .....	100.0	100.0	100.0
Analysis—Protein ....	39.5	38.7	21.1
Calcium .....	3.1	3.1	1.7
Phosphorus .....	1.5	1.6	1.0

## SUMMARY

The substitution of soybean oil meal for ground peas was made because soy was considered a more available supplement. Adjustment

was made in the wheat bran and fish meal to maintain approximately the same analysis.

In 1939 the turkeys grew larger and utilized feed more efficiently when fed a high protein concentrate and four whole grains from 8 to 28 weeks of age.

The toms ate 74% and the hens 83% of their total feed as whole grains as compared to 47% and 48% for the toms and hens fed developing mash and a mixture of whole grains. The turkeys showed a preference for the grain in the order of wheat, corn, oats and barley.

In 1940 turkeys were fed concentrate and whole wheat and oats from 4 to 24 weeks of age. When the feeding time on concentrate was limited to approximately one hour in the forenoon and one hour in the afternoon, the turkeys did not make quite as rapid gains to 12 weeks of age. However, by 16 weeks of age the turkeys with limited feeding time were as large as those with unrestricted feeding time.

It is believed the greater consumption of oats during 1940 was due to starting them at four weeks of age. Confined turkeys, changed to concentrate and whole grains at five weeks, consumed much less oats.

Range reared turkeys consumed 74% of their feed as whole wheat and oats to 24 weeks of age. Confined turkeys during the same period ate 61% of their feed as whole grain when fed a concentrate but only 34% when fed a developing mash.

It is believed the confined birds fed concentrate and whole grains may have made more rapid gains if additional riboflavin had been furnished by milk products, liver meal, green feed, yeast, molasses, etc.

No difference in feathering, fleshing or the market grades has been observed in two years' results.

Adequate hopper space (50 feet of eating space) per 100 turkeys is recommended if concentrate and whole grains are fed.

No vitamin D was furnished in the concentrate fed these turkeys. The confined birds had the freedom of a sun-porch at day-old. Fish oil could be fed on wheat if this method of feeding was adopted before the birds were exposed to adequate sunshine.

## Advantages of Concentrate Method of Feeding

A much higher percentage of grain will be consumed by turkeys.

Wheat and oats may constitute the only grains fed.

Turkeys may be changed to concentrate and whole grains at four weeks of age, thus reducing the amount of starting mash needed.

Less pounds of feed are required to produce a pound of live turkey.

Greater use of home grown or local grown feed.

This method is to be recommended to turkey growers who produce some of their own feeds or can buy grain from nearby farmers.

## Soybean Processors Operating at a Loss

By E. F. JOHNSON

At no time since last October has the price paid for soybeans and the price received for soybean oil and oil meal been such as to provide a profit to the soybean processor. During the past five months most of the processors have continued to operate and take a daily loss rather than lay off trained personnel, lose meal and oil customers or break down their country buying connections. Week after week, they have continued to take these losses until now many have either closed their plants or materially reduced their operations.

In some instances, the actual losses are such as to be endangering the financial structure of the company. There seems to be very little possibility that these plants will come back into full operation until such time as the difference between the prices received for the soybean oil and meal and the price paid for soybeans is such as to show a profit.

The most accurately prepared estimates available on March 1 indicate that there are approximately 650,000 tons more protein feed available than last year on that date. These figures do not include any change in mill feed, as this is almost entirely dependent upon the amount of wheat sealed under government loan. This surplus exists in cottonseed meal, soybean oil meal, linseed meal, peanut meal, and imported South American cottonseed meal. In the face of these figures there seems little statistical basis for better prices on soybean oil meal.

In the vegetable oil and fat field the outlook might be more favorable were it not for the tremendous surpluses of lard that are increasing monthly rather than decreasing. Moreover, the trade seems to have overlooked the fact that compared with last year on March 1, there are several hundred thousand tons more cottonseed to be crushed and several million bushels more soybeans to be processed than there were on March 1, 1940.

Regardless of the acreage or the crop, we must constantly cling to one basic fact, viz., there are competent substitutes for both soybean oil meal and soybean oil. The supply and price of these substitutes must continue day after day to provide a minimum and maximum price that can be paid for soybeans. At present 95% of our production of soybean oil meal is used to feed livestock and poultry. The industrial uses, altho interesting and promising, are far too small in amount to have any effect on the price of soybeans.

TABLE 2. SUMMARY OF GROWTH AND FEED CONSUMPTION DURING 1939 (8 to 28 Weeks)

Ingredients or kind of feed—	Concentrate and whole grains (range)				Developing mash and whole grain mixture (range)			
	Toms, lbs.	Total feed %	Hens, lbs.	Total feed %	Toms, lbs.	Total feed %	Hens, lbs.	Total feed %
Developing mash .....	...	...	...	...	56.0	53	31.3	52
Grain mixture (40% wheat, 20% corn, 20% oats, 20% barley) .....	...	...	...	...	50.6	47	29.1	48
Concentrate .....	24.0	26	10.1	17	...	...	...	...
Whole wheat .....	41.6	45	31.9	55	...	...	...	...
Whole corn .....	17.9	19	12.0	21	...	...	...	...
Whole oats .....	8.4	9	3.8	7	...	...	...	...
Whole barley .....	0.6	1	0.2	..	...	...	...	...
Total feed consumed (lbs.) .....	92.5		58.0		106.6		60.4	
Average weight of birds—								
8 weeks .....	3.9		3.2		3.9		3.2	
20 weeks .....	18.2		12.0		16.9		11.8	
24 weeks .....	23.4		14.1		21.0		14.0	
28 weeks .....	28.1		16.4		26.0		15.5	
Pounds of feed to produce a pound of live turkey .....	3.8		4.4		4.8		4.9	

TABLE 3. SUMMARY OF GROWTH AND FEED CONSUMPTION FROM 4 TO 24 WEEKS (1940)

Ingredients or kind of feed—	Concentrate and whole grains (range)			Concentrate and whole grains (confined)			Developing mash and whole grains (confined)		
	Toms, lbs.	Hens, lbs.	% of total feed	Toms, lbs.	Hens, lbs.	% of total feed	Toms, lbs.	Hens, lbs.	% of total feed
Average feed consumed—									
Starting mash .....	1.9	3		2.2	3		7.5	10	
Concentrate .....	18.7	26		28.5	39		...	...	...
Developing mash .....	...	...		...	...		40.5	56	
Whole wheat .....	37.5	52		36.9	50		14.9	21	
Whole oats .....	13.5	19		5.6	8		9.7	13	
Total feed consumed (lbs.) .....	71.6	100		73.2	100		72.6	100	
Average weight of birds:									
4 weeks .....	1.1	.9		1.1	.8		.9	.8	
8 weeks .....	3.6	2.9		3.7	2.9		3.5	3.1	
12 weeks .....	8.1	6.3		8.2	6.1		7.6	6.5	
16 weeks .....	13.6	9.7		13.6	9.4		12.3	9.6	
20 weeks .....	19.1	12.8		19.0	12.1		17.8	12.7	
24 weeks .....	23.6	14.8		22.6	14.9		21.8	14.6	
Total gain per bird.....	22.5	13.9		21.5	14.1		20.9	13.8	
Average both sexes.....	18.2			17.8			17.4		
Pounds of feed to produce a pound of live turkey...	3.9			4.1			4.2		

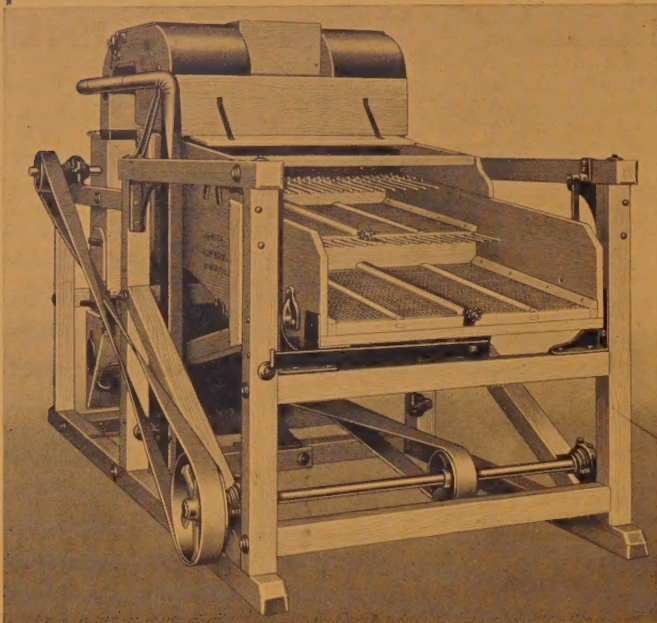


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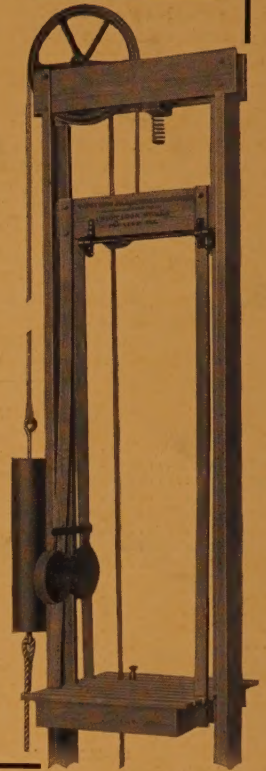
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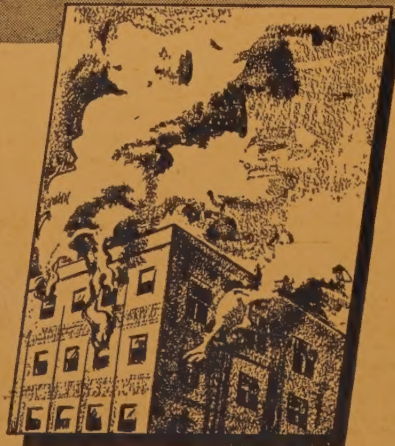
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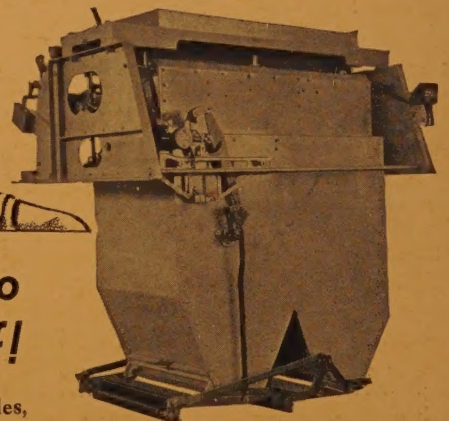
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